

LAST WEEK'S  
AVERAGE DAILY SALE  
457,000  
No 63,022

## Treasure linked to Tutankhamun found

TIMES EXCLUSIVE

Lord Carnarvon, the grandson of the man who discovered the tomb of Tutankhamun, has unearthed a hoard of Egyptian antiquities hidden for over 60 years in the family's ancestral home.

More than 300 objects, including a wooden face of Tutankhamun's grandfather dating back 3,200 years, have come to light at Highclere Castle in Hampshire. They had lain there since the early 1920s without the present Earl or any of his family knowing they existed.

Lord Carnarvon, who was Lord Porchester until his father died last September, was astonished by the find. "I thought I knew every nook and cranny of the castle," he said. "I was sure I knew Highclere better than anybody else in the world and I was sure there was nothing Egyptian there."

The discovery fills in the remaining gaps of the extraordinary story of the finding of the Tomb of Tutankhamun — the greatest Egyptian find in history — by the fifth Earl and Howard Carter.

All the objects were uncovered in Egypt by them during several archaeological seasons before their Tutankhamun find in 1922 or bought by Lord Carnarvon to add to his collection. They sent the antiquities back to Highclere at the end of each season.



In 1922 *The Times* was first to tell an astonished world that an expedition sponsored by the fifth Lord Carnarvon had opened the tomb of King Tutankhamun. In 1972, *The Times*, with *The Sunday Times*, brought the treasures to London, where they were exhibited for six months at the British Museum, drawing huge crowds. Today, *The Times* continues this exclusive tradition by revealing the discovery of an Egyptian hoard at the Carnarvon family home. Starting tomorrow with colour photographs, *The Times* serializes the story of the connection between the Carnarvon family, the Tutankhamun treasure and the latest find.

Left: face of Amenophis III, Tutankhamun's grandfather

Documents, letters, and the pair's original snapshot albums, also found at Highclere, help to reveal the fascinating background to the historical treasures.

They came to light because of the memory of a 75-year-old retired butler who had come out of retirement to help the new Lord Carnarvon prepare an inventory of the contents of Highclere Castle. The two men were wandering through the huge house together when the seventh Earl com-

mented that they appeared to have completed their task. The butler, Mr Robert Taylor, who had joined the family staff in 1936, said: "Except for the Egyptian stuff."

Taylor led the Earl to two hidden cupboards in a sealed space between the drawing and smoking rooms. The Earl was astonished to find them full of antiquities. Other objects were found in the fifth Earl's darkroom, the document room — which had been unused for years — and even in a

drawer used by a housekeeper. The search is still going on.

Mr Harry James, Keeper of Egyptian Antiquities at the British Museum, speaking of the significance of the find, said: "The material from the tomb of King Tutankhamun's grandfather, Amenophis III, is particularly important... in this country we previously had very little material of this sort from the Valley of the Kings."

"Howard Carter was one of the first really modern excavators in Egypt. He showed an accuracy, care and system in his work which had been lacking previously. The fact that many of these objects can be matched with his notes and his published works makes them doubly valuable. It means we know exactly what they are and where they came from. From a scholarly point of view it is very exciting and of course there is the romance of whole story."

And Dr Nicholas Reeves, a curator at the British Museum specializing in Egyptology, says the finds are very important and of immense scholarly value. Many can be identified from Howard Carter's writings — including, for example, jewel cases previously thought to have been lost forever.

The discovery comes 64 years after the Carnarvon family was sworn by



After sixty years, the castle gives up its secret: Lord Carnarvon at Highclere with one of the treasures, an alabaster jar dating from King Ramesses II's reign in the 13th century BC.

## IRA terrorists shot dead in Gibraltar

By Dominique Searle, Andrew McEwen and Richard Wigg

Three suspected terrorists thought to belong to the IRA were shot dead in Gibraltar by British Special Branch officers yesterday in what appears to have been a police operation to prevent a car bomb attack near the Governor's official residence.

Witnesses say that police in plainclothes jumped out of a car and shot a man and woman dead. Moments later another man was shot, apparently running towards the town.

The shooting occurred about 600 yards from the airport which has to be crossed to reach the border with Spain. Officials have confirmed that the three shot were suspected terrorists but would not say which organization they belonged to.

One of the men was carrying an Irish passport. Last night, British troops moved about 600 people from an area covering a third of the central town while military explosive experts were attempting to defuse a car bomb using a robot.

The car said to hold the

explosives is Spanish-registered and had been parked behind a government theatre and a branch of Hambros Bank that were closed. Nearby is a Jewish old people's home, from which 15 elderly and handicapped residents had to be evacuated by ambulance.

The site is 500 yards from the rear of home of the Governor, Sir Peter Terry, who is said to have been at home.

Unconfirmed reports say that British Special Branch officers have been in Gibraltar for over a week and that the three people killed were heading towards the frontier, having set up a remote control to detonate the bomb.

According to reports from people in housing estates overlooking the Shell petrol station where the main shooting incident took place, plainclothes policemen jumped out of a car and shot the man and woman, apparently one in the head the other in the chest, but reports were generally confused because of the panic in what is Gibraltar's most densely populated area.

The terrorists' target would almost certainly have been the British military presence on the Rock. Although the colony has been in a state of greater than usual uncertainty after last year's Anglo-Spanish agreement giving Spain joint use of the airport, no local issue was likely to give rise to a terrorist attack.

Other theories were that the Spanish Basque separatist group Eta may have been involved, or possibly both organizations. There was speculation that Eta may have helped the suspected guerrillas, if they prove to have belonged to the IRA. It seemed likely that they would have needed local assistance.

Yesterday's shooting happened close to the Rock's

main street, popular with tourists.

Police said the area had been sealed off while police and British soldiers investigated the car.

The shooting came during an operation involving police and troops under the control of Gibraltar's Commissioner of Police, Mr Joseph Canepa.

It was thought that the car was most likely to have entered Gibraltar from Spain

Irish MPs yesterday demanded the immediate release of six people detained in London under the Prevention of Terrorism Act.

The six were visited during the weekend by Irish Embassy officials. Scotland Yard refused to comment on the detentions or confirm the identities of those being held.

through the Spanish and Gibraltar check points at the frontier.

On a Sunday there is often a build up of day visitors' cars making discovery at the check points more difficult.

The IRA and Eta have had links for years. It is believed that the two terrorist groups exchanged arms and information in the early 1970s.

Eta representatives have regularly addressed the annual conference of Sinn Fein, the IRA's political wing in Dublin.

But, apart from Eta's current difficulties with a police hunt now on against them in the Madrid area after the kidnapping 11 days ago of a prominent Spanish businessman, the Basque separatists are not known to have established any infrastructure in southern Spain.

Eta has recently suffered a series of setbacks as a result of successful operations by Spanish and French police.

Gibraltar, which covers just 2.25 square miles on the southern tip of Spain, has a population of 29,000 but receives more than two million visitors a year.

The colony's border with Spain was reopened on February 4 1985, after a long-standing dispute with Spain. A general election is due to be held in Gibraltar on March 24.

The shooting in Gibraltar immediately became a wider security matter when it was strongly suspected that there could be an IRA connection.

Gibraltar is a highly sensitive base of the construction four years ago of a mock Ulster village inside the Rock.

The village is used for anti-IRA training operations. Hidden away in one of the largest caverns inside the Rock, the village, made out of wood, includes one main street, four side streets, two shops, one of them called Tom's Chippie, a Roman Catholic church called St Malachy's, a women's toilet and St Trinians School.

Just under 2,000 British servicemen are based at Gibraltar. The army has 744 troops at the garrison, consisting of one infantry battalion, one engineering team and an artillery surveillance unit. The Royal Navy and Royal Marines have 766 servicemen and the RAF has 405.

There are two auxiliary support ships at Gibraltar and there are periodic deployments of Jaguar aircraft to the British base.

For coastal defence, there are two twin Exocet launchers which are manned by Marines.

In London, Conservative MPs were last night appalled by news of the apparent attempt by the IRA to take their campaign outside mainland Britain and thankful that this time at least it had been foiled.

## The ferry grieving must end, says vicar

Standing on the deck of a Channel ferry anchored at the spot where the Herald of Free Enterprise capsized a year ago, survivors and bereaved families were told yesterday that it was time to end the grieving.

More than 250 mourners made the trip to Zeebrugge a year from the day when 193 passengers and crew drowned when the Townsend Thoresen ferry put to sea with her bow doors open.

The Rev Peter Bowers of St Peter and St Paul Church, Dover, told them: "This sea

vice can mark a new beginning. It does not mean we forget those we have loved. In fact, it is from that memory that we build a new future."

"If it is not possible now, I urge you in the months and years to come to forgive, otherwise these feelings will poison your lives."

As more than 100 wreaths — led by a single red rose from a boy of two — were cast into a grey and windswept sea from the Baltic Ferry, men, women and children wept.

Among them was M Olivier Vanasse, Governor of West Flanders.

Mourners had been flown to Belgium from RAF Manston, Kent, in three Boeing 737 airliners chartered by P & O.

## 8 die in Tibetan anti-Chinese riots

Lhasa, Tibet (AFP) — Thousands of anti-Chinese protesters, including Buddhist monks, demonstrated here on Saturday in a day of bloody rioting that left at least eight people dead, witnesses said.

Clashes erupted on the last day of the Buddhist "Great Prayer Festival", Tibet's biggest religious celebration, and continued for more than 12 hours.

At least one monk, four civilians and three policemen were killed, witnesses said. One policeman was thrown from a roof and the other two were stoned and then kicked to death by the crowd in Lhasa's central square, by the Jokhang temple, the witnesses said.

The other victims were shot dead by plainclothes Chinese policemen, they said.

The dead monk, aged about 15, was apparently shot between the eyes.

One of the civilian victims, his face smashed in, was

## Rebuff to Scargill as pits vote to end overtime ban

By Roland Rudd

to abandon industrial action against British Coal's disciplinary code.

"This ineffective ban has led to growing frustration and anger on the part of our members, and this vote must not be seen as acquiescence to the board's disciplinary code. If British Coal refuses to negotiate wages, without strings, then there must be an immediate recall of con-

Only three of the union's 17 areas voted to continue the ban in a pit-head ballot of 86,000 miners. The vote to end the action was 34,979 (58 per cent) against 25,016 (42 per cent) who voted to continue the ban.

British Coal said last night: "This is another clear indication that miners reject confrontation which they know can only spell disaster for the industry. The clear majority to end the limited overtime ban clears the way for talks with the NUM on many urgent issues facing the union."

Mr Scargill said: "The ballot result comes as no surprise, bearing in mind the fact that many NUM areas which advocated this overtime ban have been leading a campaign

reference and our members consulted again with a view to taking industrial action."

The end of the industrial action opens the way for the NUM to receive the 4.2 per cent wage increase which has been frozen since November.

However British Coal yesterday made it clear that any pay rise would not be backdated and would have to be negotiated. "The NUM cannot automatically expect a rise", it said.

Mr Trevor Bell, the leader of the NUM's white-collar

section, said it was time the union entered into a more realistic relationship with British Coal.

Mr Keith Harris, Derbyshire vice-president said: "I think the vote is an indication that miners want to give the national officials a chance to negotiate."

The ban had a diminishing effect on the industry. It is estimated that it cost British Coal almost £20 million and the NUM £8 million in lost wages.

Mr Scargill's next test will be on the ballot over six-day working along the lines proposed at the planned super-pit at Margam, in South Wales.

It was disclosed last night that action by the pit deputies' union, the National Association of Colliery, Overmen, Deputies and Stewards, which had disrupted coal production, was an important factor in the decision by Yorkshire, regarded as the most militant coalfield, to vote to lift the overtime ban.

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## US faces Armenian refugee influx

From Michael Binyon

Washington

The United States is preparing to admit about 12,000 Armenians as refugees in response to a sharp rise in the number seeking to leave the Soviet Union, State Department officials said.

Officials are drawing up plans for President Reagan to hold emergency consultations with Congress to double the number of refugees that may be admitted from the Soviet

Union and Eastern Europe in order to accommodate the Armenians.

There is a steady stream of applications by Armenians, but the recent unrest in Armenia is expected to turn this into a flood. Applications rose from about 200 a year in the mid-1980s to 1,400 a month in the last quarter of 1987.

A State Department official said that, without a change in regulations, at the present rate of admissions the ceiling for

immigrants from the Soviet bloc would be reached in May, and that for refugees from all other countries by July.

The US Embassy in Moscow believes that there may be 80,000 Armenians wishing to emigrate to the United States.

Officials estimate that it could cost \$30 million (£17 million) to resettle the additional refugees should Mr Reagan invoke the Refugee Act of 1980.

Refugee flight, page 6

## Councils bypassed on road to inner city rebirth

By Martin Fletcher and David Walker

The Prime Minister today unveils her proposals for revitalizing Britain's inner cities with Labour already seeking to dismiss them as "a ragbag of worn out ideas".

Flanked by the six ministers whose departments have contributed to the proposals, Mrs Thatcher will take the most important step so far towards redeeming her election night pledge by launching a brochure entitled *Action for Cities*.

This is to be sent to hundreds of businesses and council leaders across the country and will be available free on demand to all other interested parties. The prime aim is to stimulate private sector interest in Britain's

most run-down areas and to by-pass obstructive local authorities.

The document contains up to a dozen announcements, including plans for reclamation on a massive scale of under-used public land.

Mr Kenneth Clarke, the Minister for Trade and Industry, who is coordinating the Government's inner cities drive, rejected a conventional white paper because he felt that what was needed was a document capable of inspiring those who read it.

Several of the proposals have already been leaked to the press, and Mr Roy Hattersley, Labour's deputy leader, yesterday dismissed them in advance of the launch.

likely to introduce shows she will continue to fail the inner cities".

Mrs Thatcher will identify Labour-controlled city councils in Sheffield, Manchester, Liverpool and inner London as the primary obstacle to economic regeneration of inner cities.

Nearly every measure is intended either to curtail councils' powers or to side-step the town halls by, for example, direct intervention from Whitehall to ensure better liaison between schools and business.

A new proposal will be to give local business enhanced rights to demand from town halls schedules of where councils own property. Mrs Thatcher is understood to have been highly impressed by a report from the Audit Commission saying councils had

underused property worth billions of pounds. She has asked the Department of the Environment to prepare a scheme to prise such property from council ownership.

Other main policy elements in the package will be:

● An extension of the urban development corporation idea. Two new corporations are to be created, one in Sheffield.

● The launch of up to a dozen experimental schemes modelled on one operating in Boston, Massachusetts, linking schools and local business. A similar scheme, run by the Inner London Education Authority, has been virtually ignored by the Government.

Vandal patrols, page 2

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# Police chiefs deny survey is amnesty for drunken drivers

Chief constables yesterday denied they were "going soft" on drinking and driving by deciding not to prosecute drunken drivers who take part in surveys by the Transport and Road Research Laboratories.

The scheme was condemned after it was revealed that drunken drivers would either be given a lift home or asked to wait until they sobered up. Only if they insisted on driving off would police arrest them.

Yesterday, however, the chief constables of Sussex and Warwickshire denied that the scheme amounted to an amnesty.

Mr Roger Birch, chief constable of Sussex, said: "We are not going soft on drink driving. Anyone who thinks the scheme provides them with a loophole for drinking and driving may have a rude shock."

Mr Peter Joslin, chief constable of Warwickshire, said that police would still take

action against any motorists suspected of being drunk before they were asked to take part in the survey.

"Nobody who has clearly been drinking will be directed to take part in the survey, because we have a duty to stop drink driving and would deal with the driver immediately", he said.

However, both the Campaign Against Drink-Driving and an MP yesterday condemned the decision not to prosecute.

During the surveys from April to early June 2,000 drivers will be stopped in Warwickshire and Sussex. Police will select which cars to stop but then researchers will take over.

Drivers will be asked about drinking habits and to take a breath test. Those over the limit will be given coffee in a roadside "hospitality" caravan until they are sober.

Mr John Knight, co-founder

of the Campaign Against Drink-Driving, said: "If people are found to be drunk at the wheel they should be prosecuted."

"The idea is to collect figures, but there are enough available already to show that drunken driving is a gigantic problem. This exercise will serve no useful purpose."

Details of the scheme will be announced by Mr Peter Bottomley, the Under Secretary of State for Transport, on Wednesday. The aim is to gather more information on drivers' drinking habits before the Government decides whether to change the law to allow random breath tests.

Mr John Carlisle, Conservative MP for Luton North, said: "This is absolutely nuts. It is extraordinary to stop people who are drunk and then not charge them. It will cost a lot of money and police time and provide no useful information."

The drivers will be stopped between 10pm and 2am, mainly on Thursday, Friday and Saturday nights, but some will be questioned in the early afternoon to check on lunchtime drinking habits.

At the moment the only reliable figures in Britain which indicate the level of drinking by drivers show that 30 per cent of motorists involved in accidents or stopped by police are found to be over the limit.

But Mr Knight does not believe the proposed survey will yield better information.

He said: "Drivers in the two counties will be on their best behaviour during this experiment. I think the figures obtained will result in an under-estimate of the amount of drink-driving."

"Random tests are the only proven way of reducing accidents and the amount drivers drink."

## MP aims to cut limit on alcohol to 50mg

A Bill to reduce the alcohol level at which drinking and driving becomes an offence will come before the Commons later this month.

Its sponsor, Mr Roland Boyes, Labour MP for Washington and Houghton, said that in his measure the prescribed blood-alcohol concentration limit would be lowered from 80 to 50 milligrams of alcohol per 100 millilitres of blood.

That would reduce the present limit of something like two and a half pints of beer or three whiskies to one and a half pints of beer or two measures of whisky, he said.

"I am actually in favour of no drinking and driving, but to

be realistic I think people must understand that after one and a half pints of beer they are in danger."

"Research has shown that judgement is impaired above 50 milligrams and that 60 milligrams is the danger level."

"Drinking and driving is one of the great scourges in Britain. There should be strong legal powers to stop the hooligan element who think they can both drink and drive", he said.

Mr Boyes's measure, the Road Traffic (Blood Alcohol Concentration Limit) Bill, comes before the House under the 10-minute rule procedure on March 16.

### Motorway repairs

## Speeding by lorries reduced

By Rodney Corvton, Transport Correspondent

The number of articulated lorries exceeding the speed limit on motorways has fallen by about half over the last four years, according to Department of Transport statistics.

Mr Stuart Phillips, president of the Freight Transport Association, says that the department's national speed survey shows that while in 1983 50 per cent of articulated vehicles exceeded the 60 mph limit, less than 22 per cent did so last year.

This fall has coincided with a campaign by the industry to discourage speeding.

Motorway roadworks until next Monday:

**London and South-east**

M2 Kent: single line traffic on exit slip roads to Farthing corner. Bridge repairs. jns 4-5 (Gillingham/A249).

M4 Berkshire and Wiltshire: lane closures and speed restrictions in both directions jns 12-15 (Theale/Swindon). Slip roads at jn 10 to A329(M) northbound closed between 9.30 and 4.30 daily until Friday. Diversions.

M11 Essex: contraflow jns 8-10 (Bishop's Cleeve/Dunford).

M25 Surrey: overnight lane restrictions jns 11-13 (Chertsey/Staines), and lane closures outside of peak times jns 6-12 (Godstone/M3).

**Midlands**

M1 Northants: off-peak lane closures jns 15-16 (Northampton/A45).

M1 Leicestershire: contraflow at jn 23 (Loughborough).

M6 Warwickshire: southbound entry slip at jn 6 (A38) closed from Wednesday.

M5 West Midlands: lane closures jns 1-2 (West Bromwich/Dudley).

M5 Hereford/Worcester: contraflow jns 5-6 (Droitwich/Worcester north). Northbound entry slip at jn 6 closed. Lane restrictions and overnight carriageway closures jns 4-8 (Bromsgrove/M50).

**North**

M6 Cheshire: southbound entry slip at jn 17 (Sandbach) closed periodically.

M6 Cheshire: lane closures in both directions jns 20 and 21 (M56/Warrington).

M6 Cheshire: slip road closures jns 21-22 (Warrington/A579).

M6 Lancashire: contraflow jns 29-31 (A6 Chorley/A59 Preston): northbound entry and exit slips closed at jn 34.

M63 Greater Manchester: single line traffic jns 3-6. Long delays likely. Allow extra time for journeys to Manchester airport: restrictions for widening of Barton Bridge, serious peak hour congestion; construction of flyover at Portwood roundabout, Stockport.

A1 (M) South Yorkshire: contraflow and slip road clo-

sures between A635 interchange at Marr and A638 interchange at Redhouse. Diversions signposted.

A1(M) County Durham: Lane closures in both directions for bridge repairs at River Wear bridge near Cheshire-le-Street.

**Wales and the West**

M4 Wiltshire: outside lane closed eastbound and 2 lanes closed westbound west of Membury services, 50mph limit.

M4 Wales: contraflow jns 36-37 (Bridgend/Portcawl).

M5 Gloucestershire: lane closures in both directions jns 9-12 (Tewkesbury/Gloucester).

M5 Somerset: lane closures in both directions jns 21-28 (Western-super-Mare/Honiton).

**Scotland**

M8 Strathclyde: eastbound lane closures jns 15-16 (Glasgow city centre/Townhead). Eastbound entry slip at jn 16 and eastbound exit slip at jn 15 closed on Sundays: overnight lane restrictions jns 27-29 (Renfrew/Paisley).

M9 Central: inside lane closed in both directions jns 5-6 (Glasgow/Falkirk); jns 10-11 (Stirling), southbound inside lane closed.

M74 Strathclyde: southbound lane closures jns 6-7 (Hamilton/Larkhall).

M90/A90 Fife: single line traffic in both directions on M90 at jn 1.

Information compiled and supplied by AA Roadwatch

# Surprises in a Soviet classroom

By John Clare  
Education Correspondent

Twenty boys and girls from two grammar schools in Kent have returned from a 10-day exchange visit to the Soviet Union, during which, they say, all their preconceptions were overturned.

The pupils, from the Simon Langton schools in Canterbury, agreed yesterday that the Soviet Union was not the gloomy, forbidding place they had imagined and nor were its people oppressed and stony-faced.

Leah Earl, aged 15, said: "The people are more friendly than they are in England. They were so warm and welcoming and they showered us with gifts."

Ben Hattaway, who is also 15, said: "The Russian people are wonderful. I've never been greeted with such warmth. The hospitality was overwhelming."

The party stayed with the families of pupils of their own age who attend School No 23 at Vladimir, 150 miles east of Moscow. The school specializes in English. Every pupil has six English lessons a week and on Wednesdays all subjects are taught in English.

Leah Earl said: "Their English was absolutely incredible. It was quite embarrassing. They had even read more English literature than us. We didn't know much about Soviet writers."

Ben Hattaway said: "They are much more committed to school than we are. They work harder, they try harder and they are not allowed to drop out."

Thomas Reilly, aged 17, was surprised by the way Lenin was treated like a saint.

"Every room in their school had at least one picture of Lenin", he said. His most memorable experience was being put off a trolley bus for paying the wrong fare.

"An alarm bell rang and this enormous Russian general



Sarah Wheeldon (left) with one of her new Russian friends.

picked me up by the scruff of the neck. The driver opened the door and I landed in six feet of snow. They drove off and left me stranded."

Sarah Wheeldon, aged 15, wrote of the visit: "We travelled through Russian countryside which left an impression of snow and silver birch trees. The snowflakes I saw were tiny perfect stars, just how you imagine them."

"The first thing I noticed when we arrived at school No 23 in Vladimir was a banner

which read, 'Welcome dear English friends'."

"We were given tea before entering the school hall for a concert of singing, dancing and poetry performed by pupils. Both flags were hoisted while the national anthems were played by the school band. For the finale we were introduced to our exchange partners. My partner is called Victoria."

"We went to her flat which is on the top floor of a four-storey apartment building. Her flat has four small rooms

plus a bathroom and toilet. The flat sizes depend on the size of the family. One thing I noticed about the flat was there was no washing machine or other kitchen appliances. I slept in her parents' bedroom. They had her room and Vicky slept on the sofa. This was the first sign of their constant generosity."

"Few people owned cars but public transport is very cheap. Twenty pupils from Vladimir School No 23 will be visiting Britain in July."

### Strikes and revolts disrupt services

## Commuters predict more train sit-ins

As drivers' unions threatened more disruption to rail services in London and the South-east tomorrow, commuters were predicting more passenger sit-ins on British Rail and Tube trains.

The unofficial strikes by nearly 700 drivers which affected commuter services on British Rail's Southern and Eastern regions last week are likely to be extended to all regions serving the capital.

The travel chaos has prompted "an epidemic" in London Regional Transport's words, of rebellious passengers taking matters into their own hands. In five incidents in the past month, commuters have refused to move when told another train was on its way.

During a similar sit-in the day before at Finchley Central Underground station on the Northern Line, the name of a man aged 28 organizing the sit-in was taken by British Transport Police.

He is to be reported to the Crown Prosecution Service for obstructing the railway, an offence which carries a maximum penalty of two years' jail.

British Transport Police said: "We can understand their

frustration. But hijackings like these knock out trains for the whole of the service."

The likelihood of a continuing rail dispute hinges on a decision today by British Rail on whether to uphold the demotion of a driver from Stratford, east London, after his train was involved in a collision with another train. Five people received minor injuries.

One of the organizers of the Finchley Central "hijack", Mr Razeez Faz, aged 35, said: "I expect other commuters to take part in more sit-ins."

Another commuter involved in the Finchley sit-in, Mr Nigel Balloch, a publishing production controller, said: "I think it is highly likely that other passengers will start catching on. After all, this is

the first time any notice has been taken of us."

● A passenger who climbed on to the roof of a moving London to Bournemouth express yesterday was taken away by police after the train was halted at Whitechurch, Hampshire. The express arrived at Southampton an hour behind schedule.

● An inquiry was under way after a parcels train ran backwards out of control for nearly three miles before hitting a passenger train on the London to Portsmouth railway line.

The driver of the passenger train, the only person on board, was uninjured. The driver of the parcels train was taken to Queen Alexandra Hospital, Portsmouth, after saying he had blacked out at the controls.

## Village fights back with own housing

By Christopher Warman, Property Correspondent

Work starts today on the footings for four new houses on a quarter-acre site next to a public house in the village of Stonesfield, near Woodstock, Oxfordshire.

It is the start of an attempt by a rural community to fight back against an invasion of townspeople that has pushed housing prices beyond the means of young people born in the area.

The project is being watched closely by a number of other small communities threatened by what is known as the "ripple effect": the spread of commuters from high-priced conurbations that is changing the face of the countryside.

If the project is a success, it will demonstrate that small organizations can, for relatively little money, provide much-needed housing in rural communities.

The project began with Mr Tony Crofts, who has lived in the village for 15 years. He was formerly the owner of the village public house, and when he sold it he kept the ownership of its car park.

Nearly ten years ago he set up a community trust to develop the site with a housing association.

Part of the impetus to press on with the scheme came after Mr Crofts attended a rural conference addressed by the Prince of Wales, who encouraged him to pursue the community architecture concept. As a result, three public meetings were held, the local council supported the scheme, and it received detailed permission.

Since the land was free and worth perhaps £250,000, the local branch of Barclays Bank in Woodstock had no qualms about giving the trust a loan

The trust has set up a limited company, Stonesfield Community Projects, to develop the scheme, the architect will manage it and profits will be ploughed back.

The result should be buildings of higher quality. Rents for the four two-bedroom houses will be geared to cover the repayment of the bank loan and are likely to be about £50 a week.

● A campaign to prevent the urbanization of Berkshire was launched yesterday by the Council for the Protection of Rural England.

Its immediate aim is to support local authorities in resisting plans by Mr Nicholas Ridley, Secretary of State for the Environment, to impose a further 43,500 homes by 1996, 7,000 more than the authorities suggested as the maximum tolerable.

## Precarious future for Little Dancer

Degas sculpture

### SALE ROOM

By Sarah Jane Checkland  
Art Market Correspondent

Kline estimated at up to \$900,000, and Jackson Pollock's *Search*: a classic drip painting in green, yellow, red, black and white.

The Pollock work, completed in 1955, a year before he died, is estimated at up to \$4 million. Beside the avant garde comes important French furniture such as a Louis XV ormolu-mounted lacquer commode estimated at up to \$350,000 and a George III mahogany settee estimated at \$35,000.

It is Degas's dancer, however, which is likely to cause the most interest, not because it is guaranteed to repeat its runaway success, but because since it was last sold at auction, such works have undergone a radical reassessment by art historians.

The point about the sculpture is that it is made of bronze, a medium disdained by Degas and taken up by foundries only after his death.

Degas did make sculptures for 40 years, but always in wax and clay. All but one was for his own private reference, and not for selling.

As with other so-called Degas bronzes, the dancer was not even made from one of Degas's original figures, but from a duplicate wax made for the founder Adrien Hébrard. The founder stored the original away, and in 1955 they were bought by Paul Mellon and exported to the United States.

Prospects for Degas's little dancer appear precarious, with collectors the world over becoming more discerning, in spite of the proclamation by Sotheby's that she is "one of the most important sculptures of the nineteenth century". As Patricia Fayling wrote in a recent edition of the American magazine *ArtNews*: "The waxen testifies to the warmth and sensuality of Degas's approach to sculpture, as well as suggesting an element of



La Petite Danseuse

whimsy that is almost completely lost in the bronze replicas".

Bawden exhibition, page 14

## Broadway cash to boost West End

By Andrew Billen

Broadway, whose theatres are today filled by British shows, is to back the launch of a multi-million pound British theatrical conglomerate which aims to bring intelligent new drama to the West End and the provinces.

After months of secret negotiations between two production companies, a theatre ownership firm and the property developers, London and Edinburgh Trust, the curtain will be raised this week on the Turnstyle group. It plans to nurse plays from the writers' garret to the West End and beyond.

The new group will work with the Jujamcyn Group of New York, owners of five Broadway theatres, and Pace Theatrical, theatre owners in a score of American cities.

The link-up, which will allow Turnstyle hits to cross the Atlantic, is thought to be the first time that Broadway has backed a long-term British venture, as opposed to individual shows.

At the centre of the new outfit will be the theatrical development fund which will have a £200,000 kitty for writers and directors to develop new work.

It will be headed by Mr Michael Attenborough, who will announce his resignation from the Hampstead Theatre this week after four and a half years as artistic director.

Mr Simon Callow, the actor and director, and Mr Simon Stokes, formerly of the Bush Theatre, will be artistic associates.

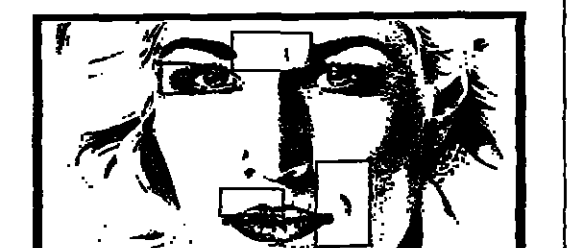
Mr Attenborough said yesterday that the fund, topped by a levy on running production, would give writers and directors the freedom for artistic enterprise and virtually direct access to a network of Turnstyle theatres.

Turnstyle will not, however, rely only on the fund for its productions. It will co-ordinate new projects from independent. Theatrical Productions, whose plays include *Curtains* and *Separation* now in the West End, and from United British Artists.

Mr Howard Panter, managing director of ITP, and Mr Brian Morgan, of UBA, will be joint chief executives of Turnstyle.

Mr Panter said: "We will be putting Turnstyle plays into Turnstyle theatres."

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**Lawson**  
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# Lawson drink-drive case caught JPs' clerk by surprise

By Frances Gibb, Legal Affairs Correspondent

A bitter clash between representatives of the courts and the Press is brewing over allegations that courts are taking steps to stop the reporting of cases, particularly where people with connections are involved.

In the wake of a report two weeks ago which highlighted a number of cases alleging court connivance with defendants to avoid publicity, further facts have come to light which are certain to fuel the dispute.

Mr D.M. Davies, senior chief clerk at Horseferry Road Magistrates' Court, central London, where in December last year Mrs Therese Lawson, wife of Mr Nigel Lawson, Chancellor of the Exchequer, had her drink-driving charge processed within 40 minutes, has confirmed that the handling of her case was "highly unusual" but said that his staff were not party to any attempted "cover up".

Mr Davies, who has raised the "unprecedented" speed of the case with the police and received "no satisfactory explanation", says that Mrs Lawson was charged at 9.17am at the police station and bailed to appear at the court the same day. "The first that my staff knew of the

matter was some time after 10am when the defendant's charge sheet arrived".

By that time the court had been open to the public and the lists of the day's cases had been posted in the public waiting hall. After making inquiries he found that Mrs Lawson was told to go to the police station at 9am where she was charged.

Her counsel was at court, ready for the case at 10.30 am, he said. "In other words, she was charged by prior appointment". Counsel for the Crown Prosecution Service, who was also taken by surprise, did not receive his instructions until 10.15am and the case was heard at 10.30 am.

The normal procedure where tests show excess alcohol in the blood, is for the person to go to the station to be charged and to be granted bail to appear at court within seven to ten days. "The court was not given any advance notice of this case and we still don't know to this day why this arrangement was made".

Unofficially however, court officials say a deal must have been reached between police and Mrs Lawson's lawyers for the speedy hearing of the case.

Mrs Lawson's solicitor, Mr Geoffrey Grimes, of Lovell White and King, said he could not discuss individual client's cases.

A report two weeks ago by the Association of British Editors highlights many cases where newspapers believe there were attempts to ensure minimum coverage. One was the case of a wife of a former High Court judge from Somerset who appeared before magistrates on a drink-driving charge half an hour before cases were due to be heard and unknown to local reporters.

There were no names in the report but it now emerges that was the case of Lady Dunn, aged 68, the wife of Sir Robin Dunn, who admitted driving after drinking almost three times the legal limit.

Her case was at Minchhead Magistrates Court in July last year and it was noticed by chance by a local reporter.

Justices' clerks, angry over what they say are ill-researched and largely unsubstantiated allegations over which complaints have already been lodged with the Press Council, are now preparing for a meeting with editors convened under the aegis of the Lord Chancellor.

## Break for a man of fashion



Off duty: Bruce Oldfield snatches some valuable time off at his local garden centre before the hectic British Fashion Week, which begins on Friday.

Mr Oldfield, aged 37, has been furnishing his new London flat over the past few months. "I would love to have a garden", he said, looking longingly at all the plants, "but I've only got window boxes".

He was clearly unimpressed with his own newspaper fame. "When I read all the hyperbole in certain articles, I think 'that's not me'. Yes, I've achieved a certain amount, but there is so much more to do."

Mr Oldfield, a former Barnardos boy, said:

"I was interested in clothes at a very early age. When I was at school people said, 'fashion? - tut tut', but around the age of 18 I just wanted to be very successful at something. I wanted to be a star. The idea of being a star was far more appealing than pinpointing the vehicle that would bring me that status."

However, he said, his ambitions have now changed somewhat. "It's more important building something that's solid. Dior is still going but Dior is dead. Chanel is still going and Chanel is dead. Building something which is going to be lasting is more what I have in mind now than becoming a star."

(Report and photograph: Stephen Markeson)

## WHITEHALL BRIEF by David Walker

### Trimming the fat off the land

At his desk at the Ministry of Agriculture, Fisheries and Food in Whitehall Place, Professor Ronald Bell wears well-polished brogues: his shoes, however, are often dirty. Farmers, he says, take him round by the mudgiest cow-yards: they like to put the man from the ministry in his place.

Yet he and his predecessors have brought those farmers seeds, equipment and management manuals which have made British agriculture a model of productivity. Bell, as head of the Agricultural Development and Advisory Service (Adas), stands in a long line of promoters of farming innovation.

If British agriculture is now fit enough to be cast loose on the rough seas created by a capped common agricultural policy, farmers owe it to Adas scientists.

Professor Bell, a recent recruit to the Civil Service after a career in universities and as head of the National Institute for Research in Engineering, has been charged with a great "transformation", as he puts it, in which farmers will increasingly have to pay, or at least make a contribution towards, research and development costs and government scientists in veterinary and plant research must sell their services competitively.

Money is to be more tightly controlled and the hand-holding between farmer and Civil Servant is to be replaced by a more rebarbative relationship.

Some Whitehall watchers have compared the ministry's changing relationship with farming with the harder line taken towards industrial and commercial sponsorship by the Department of Trade and Industry. Some even suggest that some of the ministry's work could be absorbed into that department, with the body of expertise contained in Adas floated off as an independent administrative entity.

Professor Bell says Adas is not at present a candidate for executive devolution under

the terms of the 1986 report because it is too integrated into the other work of the agriculture ministry. They are, however, looking for bits that might be more clearly separable.

If that makes this Civil Servant aged 58 sound like a hatchet man, the impression is surely wrong. "Farming", he says, "is not like other businesses. For one thing the units are so small: for another farming is a way of life."

"For all kinds of reasons the Government has seen fit to put in considerable sup-



Professor Bell: Charged with huge task

port and will continue to: the Government cannot simply abandon the farming industry because it is ultimately the caretaker of the environment."

Professor Bell, ranked a deputy secretary, is responsible also for the less visible work of accumulating useful knowledge to be made available to all farmers. The Ministry of Agriculture spends £100 million a year on research.

Taking his responsibilities together he commands a formidable empire of biologists, vets, food scientists and others whose work on hygiene and environmental protection form one of those great taken-for-granted functions of government. But it is an empire in the throes of change, where product innovation is now undertaken within private concerns for private benefit.

## Anti-hijack system

### Automatic tracking in vans

By Peter Evans, Home Affairs Correspondent

Hijacked security vehicles will in future be tracked automatically on an electronic moving map by a monitoring system launched by Securicor.

The Datatrack System, which will help to fight hijackings where the driver is an unwilling accomplice and will direct police to the scene, can track vehicles to within 50 metres.

Deviation from a previously-submitted route will be spotted immediately from signals transmitted every few seconds which appear in the form of a map on a screen showing a vehicle's position and the direction in which it is moving.

The system, said to be the

only one of its kind in the world, would be an obvious aid in robberies such as the one last Wednesday in which a Security Express guard was forced to act against his will.

The system could also plot the position of a helicopter if it were used to snatch a prisoner, as in the incident last year at Gartree high security prison in Leicestershire.

Securicor suffers over 360 attacks a year on its vehicles or on the pavement.

The system, which has been on trial, is now to be fitted to the first batch of Securicor vehicles. Other vehicles in the company's 1,600 force will be equipped in high-risk areas such as the South-east, Liver-

pool, Manchester and the West Midlands.

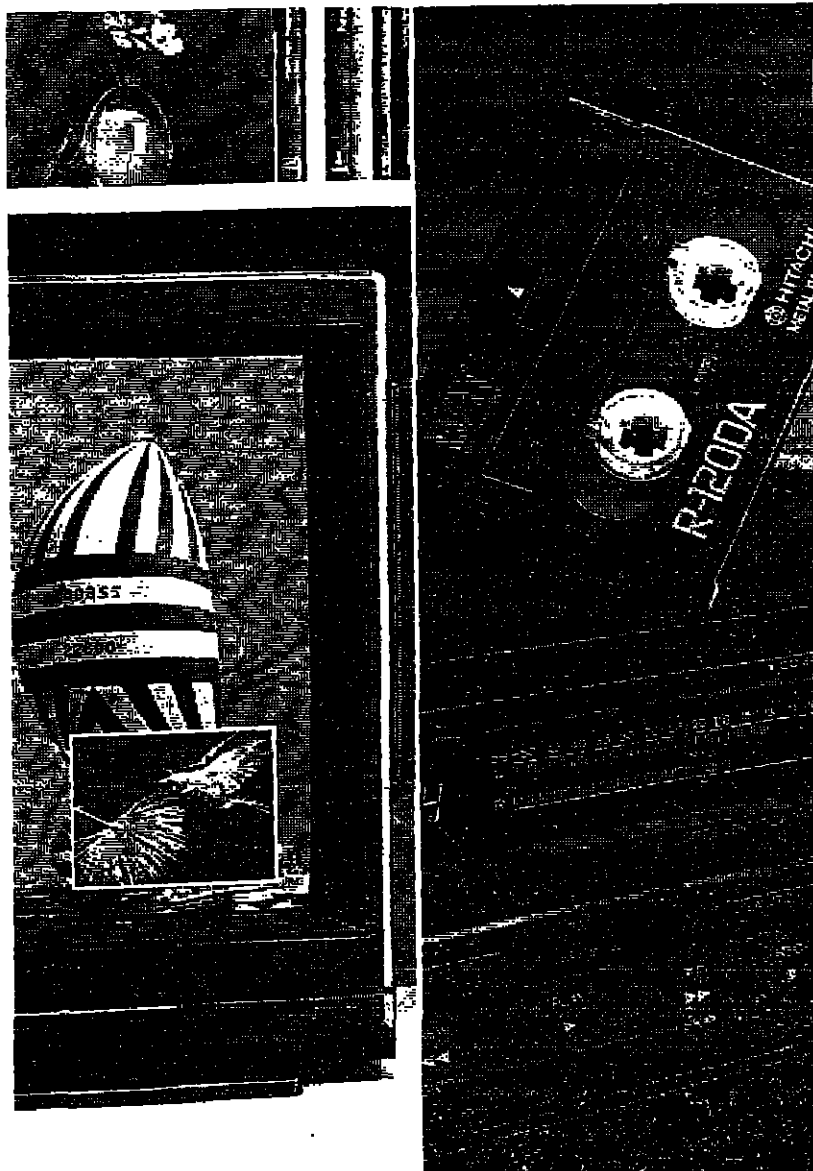
Datatrack will be expanded to cover 50 per cent of the country within 12 months.

The system is being offered to other customers needing to track their vehicles either on their own monitoring screens or using Securicor's control rooms.

A network of low-frequency transmitters sends signals which are decoded by a computer in the vehicle, giving its position.

If attacked, the driver can also press a secret button and the emblem giving the vehicle's position will turn red on the computerized moving map.

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## WORLD ROUNDUP

## US helicopters fired on in Gulf

Manama, Bahrain (AP) — US helicopters were fired on from an oil platform and unidentified small boats in the central Gulf yesterday. The helicopters, flying ahead of the missile frigate Simpson, took "evasive action" and did not return the fire, US officials said. The Navy did not say who fired on the helicopters, but there appeared to be little doubt that it was Iran, which controls many oil platforms in the area.

## Nato view Sri Lanka under fire toll rises

Moscow (Reuters) — A Soviet general yesterday refuted Nato claims of superiority of Warsaw Pact conventional forces in Europe and said Moscow had been disappointed with the statement issued by leaders of the Western alliance last week.

General Nikolai Chervov of the Soviet Armed Forces General Staff told Tass that imbalances in Europe were a cause of concern to the East bloc. Nato's statement in Brussels last Wednesday had spoken of Soviet superiority in tanks and artillery while failing to mention that Nato had nearly 1,500 more strike aircraft and twice as many combat helicopters as the Warsaw Pact.

## Berlin denies arrests

Bonn — The East German news agency, ADN, yesterday denied reports that more than 200 East Germans who had applied for permission to emigrate to the West had been arrested (John England writes).

East German Church circles, however, spoke of 70 to 80 such arrests in East Berlin alone in the past few days. Sources said many would-be emigrants had also been detained in Leipzig, Dresden, Halle and Eichefeld. Many of those detained were reported to have been released.

## Falklands Ershad warning landslide

Buenos Aires (Reuters) — President Alfonsín was reported to have met senior military and government officials yesterday to discuss British military exercises around the disputed Falkland Islands.

Government sources said the meeting analysed the "defensive alert" Argentina declared last week and its call for a UN Security Council meeting to protest against the manoeuvres, scheduled to begin today.

Argentina, which launched a diplomatic offensive against the manoeuvres, said the exercises were provocative. Leading article, page 13

## Barking loses its bite

Sydney — Barking dogs will be silenced under new legislation allowing "de-vocalization" operations for noisy pets when the only alternative is having the animal destroyed (Our Correspondent writes). The operation had been prohibited since 1979, but barking dogs are now the subject of more complaints than any other noise pollution.

## City planners told to learn US lesson

From Charles Kneivitt, Pittsburgh, Pennsylvania

The British architect praised by the Prince of Wales in his speech at the "Remaking Cities Conference" in Pittsburgh on Saturday said yesterday that America could teach Britain lessons on urban regeneration.

Mr David Lewis, who set up his architectural practice Urban Design Associates in Pittsburgh 25 years ago, told *The Times*: "The relationship between community participation and public/private sector partnerships is deeply engrained in the American system. It has been a struggle but it does work and can become a process for reinforcing democracy. Britain could learn from our experience."

Mr Lewis was praised by the Prince, together with Mr Rod Hackney, president of the Royal Institute of British Architects, for playing "a crucial and pioneering role in finding an 'acceptable, livable, human environment for everyone'."

He agreed with the Prince's assessment that architecture and planning over the past 40 years had been "disastrous and inhuman" on both sides of the Atlantic.

Mr Lewis could not agree, however, with the Prince's introduction of the British

concept of community architecture to America, which he had suggested was synonymous with what the Americans call citizen architecture.

"There is no tradition of worker architects here, with professionals living as well as working in local communities. Citizen architecture is based on consensus, whereas community architecture seems to be part of the British class war and based on confrontation."

Mr Lewis was organizer of the conference, billed as the Second International Conference on Community Architecture, Planning and Design. But there was strong criticism of the event by the British architects and urban planners taking part because the local community, largely unemployed steelworkers from the Mon Valley, were excluded from the proceedings by the \$500 (£294) registration fee.

A team from Britain took part in a study of the area last week with American architects and urban planners, and presented their findings to the Prince, who visited the area.

The Prince said that a similar study would be undertaken soon in Newcastle, possibly involving American architects and planners.

## Flight of refugees adds to Kremlin woes

From Christopher Walker, Moscow

Thousands of refugees from Soviet intercommunal violence, who have crossed the border between the troubled republics of Armenia and Azerbaijan in both directions, are complicating efforts by the Kremlin to calm the worst outbreak of ethnic unrest in recent Soviet history.

The authorities have refused to provide a total for displaced people, but unofficial estimates put the minimum number at around 10,000. About 160,000 Muslim Azerbaijanis live in mainly Christian Armenia and about 475,000 Armenians live in Azerbaijan, where the worst violence has taken place.

Official Soviet papers reaching Moscow yesterday from both republics reported that the regional unrest, which according to official figures has left 33 people dead, was being aggravated by the refugee problem. Diplomatic sources maintain that the Kremlin has tried to play down its size.

Groups of Azerbaijanis living in

Armenia, which has a population of just over three million, fled the republic when the protests there over control of the mountainous region of Nagorno-Karabakh began. They are now concentrated in Baku, Sumgait and other big population centres of Azerbaijan, according to the March 2 edition of the Azerbaijani daily, *Bakinsky Rabochy*.

It was not clear whether the refugees were caught up in the violent incidents in Sumgait eight days ago, which the authorities recently admitted left 31 people killed. Unofficial sources say that at least 70 more were injured and that tension in the city remains high.

*Bakinsky Rabochy* said that the refugees came from the Armenian towns of Kafan, which is situated near the communal border, and also from several other regions of Armenia. "They are spreading all kinds of rumours that do not correspond to reality," it alleged.

Foreign visitors to the region have also commented on the prevalence

of rumours, encouraged by the continuing lack of accurate official information.

Meanwhile the official Armenian newspaper *Kommunist* said in its March 4 edition that some refugees had already returned to Armenia.

Moscow (AP) — Plainclothes police detained four people and used snowploughs to prevent others from staging a protest demonstration to mark yesterday's 35th anniversary of the death of Stalin, witnesses said. The noon rally had been organized by a number of unofficial groups and was to have been held at October Square, which is dominated by a statue of Lenin and is one of Moscow's large public squares. About eight people had arrived to protest, the witnesses said.

from the Azerbaijani capital of Baku. But one would-be Armenian refugee who spoke to reporters from the city of Sumgait by telephone last Friday indicated that many, if not all, of the 17,000-strong minority Armenian community living in the

town were hoping to leave as soon as a safe exit could be guaranteed.

The difficulties facing Mr Gorbachev in resolving the 65-year-old border dispute were highlighted yesterday when Moscow Radio reported that residents of Azerbaijan had sent a letter to Moscow denouncing disturbances in Nagorno-Karabakh, the enclave in the republic with a predominately Armenian population.

The letter, sent to the Praesidium of the Supreme Soviet, the national parliament, criticized "attempts to disrupt the friendship of the Soviet peoples", apparently opposing the demands from Nagorno-Karabakh for reunification with Armenia which are now being considered by a Communist Party commission meeting behind closed doors.

Moscow Radio which, along with Tass, has been making only occasional references to the dispute, said that the letter was signed by "a group of people of the Soviet republic of Azerbaijan" but did not give names or the size of the group. Its members

said they were "outraged by the lack of responsibility on the part of those who incited recent disturbances in Nagorno-Karabakh".

Western observers said that the letter pinpointed the Kremlin's problems in finding what Mr Gorbachev has pledged as a "just solution" to the dispute, which is now threatening to undermine his whole reform programme. "Any result which pleases one side is almost certain to infuriate the other," a European diplomat explained.

Members of the Kremlin hierarchy are understood to be studying a report on the disturbances drawn up by Mr P. A. Demichev, the Soviet first Vice-President and a candidate member of the Politburo, who was one of five troubleshooters dispatched from Moscow. On Friday he delivered a secret report on the crisis to the Supreme Soviet.

According to Western sources, Mr Gorbachev is anxious to have the situation normalized before he leaves Moscow on March 14 for an official visit to Yugoslavia.

## Super Tuesday hurdle will take toll in White House race

## Bush set to clinch nomination with string of victories

From Michael Binyon, Washington

A vast Southern swathe of America goes to the polls tomorrow in the biggest primary election ever held in the US. And when all the votes have been counted in the 20 states taking part in "Super Tuesday", a third of the delegates will have been selected for the Democratic and Republican conventions.

Two men are likely to emerge as front-runners for their parties' nominations: Vice-President George Bush on the Republican side and Governor Michael Dukakis among the Democrats.

Both won important victories over the weekend that added momentum to their confident and well-organized campaigns. Mr Bush won handsomely in South Carolina, garnering 48 per cent of the Republican vote and all 37 delegates and destroying any challenge from Mr Pat Robertson, who had staked everything on winning in a state where more than 57 per cent of the voters call themselves born-again Christians.

Mr Dukakis shared the Democratic spoils with Senator Albert Gore in the primary in Wyoming, a huge, sparsely populated state that gave each four delegates.

Mr Bush's triumph in South Carolina on Saturday, surpassing his expectations, virtually assures him similar success throughout the 14 other Southern states voting tomorrow. He is now pulling

so far ahead of Senator Robert Dole, his main challenger, that he looks set to clinch the nomination within the next few weeks.

Mr Robertson, who de-



clared before the Saturday vote that he had "landed his soldiers and burned his boats" in South Carolina, said ruefully yesterday that "a few lifelines" were left but admitted that, unless he won a large number of delegates in Texas and other states tomorrow, final victory would be difficult for him. He suggested he should lead a "stop Bush" campaign and hinted that he might even do a deal with Senator Robert Dole and throw his support behind him.

Mr Jack Kemp, the New York congressman whose conservative campaign of optimism has failed to catch fire in any of the races, finished a dismal last in South Carolina, has no money left, and is expected to withdraw.

Mr Dukakis cannot be so sure of victory on the Democratic side. But he is likely to do well in the six Northern

states that are also voting, including his home state of Massachusetts, where he is an immensely popular governor. He is expected also to win most of the delegates in Florida and Tennessee.

Senator Gore was heartened at tying for first place in Wyoming. The old cowboy state is one of the least populated in the US, but Mr Gore needed to compete and win at least somewhere to raise his visibility and show success on the campaign trail before the South votes.

For both him and Mr Dukakis, who spent heavily on advertising in Wyoming, the relegation of Mr Richard Gephardt, the congressman, to third place was satisfying. Mr Gephardt, whose populist campaign on protectionist trade measures has won a large chunk of the blue-collar vote, is seen by both men as their principal rival.

Mr Gephardt received three delegates there. He was followed by the Rev Jesse Jackson, Senator Paul Simon, whose campaign is moribund, and Mr Gary Hart who is doggedly continuing a hopeless task of rescuing his political reputation.

Super Tuesday has severely strained all the candidates, leaving many of them exhausted, ill-tempered, unfocused and forced to do most of their campaigning at airports and through television advertising.

## Sceptical South offered Massachusetts miracle

From Christopher Thomas, Houston

Lapsing into lengthy discourses in Spanish, he told Hispanic audiences across southern Texas that "we are all really immigrants".

He weaved the success story of his Greek immigrant parents into a patriotic message about the American dream, which did not particularly

## Weightiest Democrat puts people to sleep

catch the interest of Mexican migrants living in some of the worst poverty in America along the Rio Grande valley.

Mr Dukakis's Southern campaign is targeted at liberals, retired people and organized labour, as well as minorities and ethnic groups. This Northerner has vastly out-spent all his rivals in the South in an attempt to penetrate the complex political culture of the region.

He has hundreds of full-time campaign workers in Florida, the second biggest state voting tomorrow, where he believes that he can win the largest slice of delegates.

But he faces a much tougher battle in Texas, the biggest Super Tuesday state, where he

has deployed by far the largest organization. Consequently, he has sharply intensified the rhetoric of late, "I do not know any region that is hurting as much as southern Texas," he declared in Houston.

"As President, I will personally come to Texas, go down into the Rio Grande valley, and bring my Cabinet with me. We will plan investments with you to create good jobs. We will be down here with funds."

For all the promises and immense expenditure on television advertising, the question remains: Is Mr Dukakis too liberal for the South? He replies by saying that he is a budget balancer, "something a bunch of self-styled conservatives in the White House haven't been able to do for seven years."

But it is liberal themes that dominate his agenda. He told his Houston audience that America was ashamed and humiliated that 2.5 million people lived on the streets in the country. As President, he would give priority to devising a housing policy, Massachusetts, after all, had one.

He noted that 40 million Americans had no health insurance, the overwhelming majority of them members of working families. Again, he

cited what Massachusetts had done about the problem.

His message was anti-big business, anti-Star Wars, anti-defence build-up, anti-deficit, and anti-Cons.

He declared that he was "a full employment Democrat" and spoke at length about jobs, education, adult literacy, helping welfare mothers

## Boasts endlessly about the revival of his own state

to go to work, saving the family farm, and helping the aged. And at every point he recounted what Massachusetts had achieved.

Mr Dukakis sounds like an old-style liberal — like a Kennedy or an O'Neill, but without the flair. His television ads focus on emotional issues, like Central America and the homeless, alternating between pictures of limless war victims and footage of shivering old men asleep on the streets of Washington.

The television campaign has been aimed at building an image of compassion and caring around a man often described as a humourless technocrat. His aides say he still cannot be sure if it will work: it could yet backfire in the conservative South.



Vice-President Bush: Saturday's triumph in South Carolina surpassed all his expectations.



Mr Michael Dukakis campaigning in Atlanta, Georgia. His fostering of a liberal image may yet backfire in the South.



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# Violence rages on as Shamir resists US

From Ian Murray, Jerusalem

The Israeli Prime Minister, Mr Yitzhak Shamir, yesterday refused to bow to American pressure for an early response to a US initiative on the Middle East as two more Palestinians were reported shot dead on the West Bank.

Demonstrations erupted yesterday up and down the West Bank and throughout the Gaza Strip, where troops burst into Shifrah hospital and chased youngsters suspected of throwing stones at soldiers.

The previous day patients in Ramallah hospital had to be evacuated from some wards when tear gas blew in after troops broke up disturbances near by.

Palestinian and hospital sources said the two Arabs who died, both 18-year-old men, were killed by troops in separate clashes in the town of Mazraat al-Sharqiya, near Ramallah, and at Askar refugee camp, near Nablus.

The Israeli military also reported the death yesterday of a Palestinian man who had been shot by troops in the al-Bureij refugee camp in the Gaza Strip on Friday.

The latest deaths brought to 82 the number of Palestinians killed by Israeli gunfire since

December 9, according to a Palestinian toll.

Other incidents reported yesterday, involving clashes between stone-throwers and troops, occurred in Tulkarm, Jenin and Nablus. There was also a march in Bethlehem.

The Israeli inner Cabinet is to have a second session on the US initiative on Wednesday, but Mr Shamir made it clear yesterday that he means to go to Washington on March 14 seeking "clarifications" of the 14-page list of proposals, he has received from Mr George Shultz, the Secretary of State. He will ask the Cabinet for a decision only on his return, which means that he will not do as Mr Shultz asked and give his reply by March 15.

Meanwhile, the Herut Party, which Mr Shamir leads, has begun organizing for an early election, aiming at a mid-summer date before August, when many Labour supporters are known to leave the country on holiday, and when 70,000 new young voters will be registered. Recent mock polls in high schools have shown that Israel's youth tends to back the parties of the right very strongly.

The Labour Party of Mr Shimon Peres, the Foreign Minister, also wants early elections, but far sooner than Mr Shamir seems prepared to allow them.

In addition to the widespread clashes in the territories, hundreds of illegal Palestinian flags were hoisted yesterday on buildings and electricity lines in a protest called by the underground "National Leadership of the Uprising" which, like Mr Shamir, wants to see the American initiative dropped.

One "flag raising" in the West Bank town of Kalafiyah produced a bizarre incident that illustrated how irritated young Israeli soldiers have become after months of putting down unrest. A Palestinian flag was tied to the head of a grey donkey and an Israeli one to its tail, and it was turned loose in the town. Soldiers tried and failed to catch it, so they shot it. The Palestinian flag it was carrying was burnt.

The Israeli security forces will be bracing themselves for further trouble today after a call by the uprising leadership for students and pupils to return to classes.



Friendly respite: An Israeli soldier talking to elderly Palestinians in Ramallah on the West Bank yesterday.

## Crashes force rail minister to resign

Peking (AFP) — Mr Ding Guangren, China's Railway Minister, resigned yesterday after being held responsible through negligence for three train crashes in January which killed 141 people, the New China News Agency said.

Mr Hu Yizhou, general director of the country's Civil Aviation Administration, was also disciplined by the State Council after the crash in January of a plane in which 108 people died.

## Wildlife trial

Madrid — A Seville magistrate ordered an Andalusian Agriculture Department official and its former Director-General of Agriculture to stand trial with 32 farmers, after the deaths by poisoning of 20,000 birds in the Coto Doñana wildlife reserve in 1986.

## Johore victory

Kuala Lumpur (AFP) — The new United Malays National Organisation of Dr Mahathir Mohamed, the Prime Minister, scraped through a key by-election in Johore state.

## Punjab move

Delhi (AFP) — The Government said that it was dissolving Punjab's suspended state assembly, as violence continued in the state with Sikh militants killing four people.

## Toll rises

Tours (Reuters) — The death toll in Friday's crash of a French domestic airliner, which hit high-tension electricity cables and exploded, has increased to 23.

## Soviet shares

Moscow (Reuters) — A draft law that will allow co-operative ventures to issue shares and set prices for their products has been published in Pravda.

## Body found

Ovindoli, Italy (AP) — A search dog found the body of a skier buried under 6 ft of snow from an avalanche on the main ski run of Mt Magnola.

## Rain deaths

Algiers (AFP) — Torrential rains left two people dead and destroyed 273 homes at Tammanasset in the Sahara.

## Dispute over Waldheim memoirs

# New challenge by British MP

By Andrew McEwen

Mr Robert Rhodes James, Conservative MP for Cambridge, has challenged statements made by President Waldheim of Austria in a television interview, shown yesterday on Channel 4, in which he admitted knowledge of interrogations and executions of British commandos.

Dr Waldheim was asked why key details of his war record were left out of his autobiography. He blamed the publisher of the English version of his book for making cuts, leaving out material which was in the German version.

"The English version was kept much shorter than the German version and the publisher took out a number of paragraphs which were contained in the German version. I regret this but it was not my doing, and it was certainly not done purposely," he said.

But Mr Rhodes James, who has taken a leading role in persuading the British Government to re-examine its files on Dr Waldheim, said that there were no such cuts.

Reading from the German version of the book, he said that it contained only three sentences in the relevant section, while the English version was much longer. Neither version gave the most important information, he said.

Dr Waldheim admitted he should have been more open about his past while serving as Secretary-General of the United Nations, but said that he felt he had nothing to hide. "I do recognize that it may have been better to give real details of my military service — it would have probably avoided this kind of campaign — but it was certainly not done purposely."

Dr Waldheim also admitted knowledge of interrogations and "special treatment" of British commandos during the Second World War, the issue on which the British Government has opened an inquiry.

The Austrian President said he had not personally interrogated prisoners, but agreed that he was aware of interrogations carried out by colleagues and knew that when prisoners

were sent for "special treatment" this usually meant execution. Mr Rhodes James said: "He actually signed the documents that sent these chaps to their deaths. That is rather more than just 'knowledge'."

Mr Eric Moonman, senior vice-president of the Board of Deputies of British Jews, said that pressure for his resignation would escalate. "Once this gets into the area of large demonstrations calling for his resignation, I think he will realize that enough is enough."

The interviewer, Mary Ann Sieghart, reminded Dr Waldheim that a commission of historians appointed by the Austrian Government said in its report last month that he knew about the interrogations.

He replied: "Well, I think you cannot construct guilt by knowing about something. If you work in an intelligence service in any country of the world, of course you know certain things, but this does not constitute guilt."

When asked if he knew that "special treatment" meant

death and sometimes torture, he said that this applied to all German units, not just his own. "Not all the prisoners were executed. I had nothing whatever to do with this; this was certainly not done by the unit where I served," he said.

He said he was looking forward "calmly" to the outcome of the British inquiry. "I know that I haven't done anything wrong, that I was not interrogating prisoners, that I didn't send them away; I personally was not involved in the treatment of such prisoners."

He denied allegations made last week in a report by the Institute for European Defence and Strategic Studies that during his term as Secretary-General of the United Nations he permitted Soviet intelligence officers to increase their presence in the Secretariat.

"Complete nonsense. I haven't been approached by any foreign intelligence service, neither Russian, nor Yugoslav, nor the CIA. It is a pure invention," he said.

## Pakistan discusses Afghan pact with its opposition

From Hasan Akhtar, Islamabad

Mr Mohammad Khan Junejo, the Prime Minister of Pakistan, met non-parliamentary opposition leaders at the weekend to discuss whether to sign the Geneva accord on Afghanistan.

He said afterwards that Pakistan's national interests would weigh supreme with him and his Government in coming to a decision.

Saturday's meeting with 19 top opposition leaders was extended by a day because of the intense interest in the accord, formulated by the UN Under-Secretary-General, Señor Diego Cordovez.

Many of the opposition leaders had previously refused to recognize the political legitimacy of either the Parliament or the Prime Minister, elected under martial law. But the agreement is seen as a highly complicated and vital issue for the whole nation.

An official statement at the end of the discussions did not

say whether the meeting or the Government had reached a decision to sign the accord.

Several of the participants, however, said that the Government had no option but to sign. Most of the 19 leaders had agreed with this view at the meeting.

A call for the rejection of both the accord and the six-year-long Geneva process, came from about six extreme right-wing religious parties, including Jamaat-i-Islami.

One apparent reason behind the decision by Mr Junejo to seek non-parliamentary opposition views for the first time was that the Islamic alliance of seven Mujahidin parties, operating from Pakistan against Kabul, has been rigidly opposed to the accord while there was no explicit understanding that the Kabul regime would be replaced at the time of Soviet withdrawal by a coalition dominated by the Mujahidin's nominees.

Pakistani leaders, however, while generally supporting the Afghan Mujahidin's position, appeared keen not to let slip the present opportunity to reach a settlement.

They are reported to have advised Mr Junejo to attempt as far as possible to safeguard the position of the Afghan Mujahidin in a transitional government, but not to take this issue to a point where it might jeopardize the accord. Among the opposition leaders who responded to Mr Junejo's call for consultations was Miss Benazir Bhutto, acting chairman of the Pakistan People's Party, the main target of President Zia's imposition of martial law.

In her speech at the meeting, Miss Bhutto commended the Soviet decision to withdraw, but also emphasized the importance of stable conditions in Afghanistan for the safe and voluntary return of refugees.

## Canberra investigates SOE man's fate

From Our Correspondent, Sydney

Australia is to seek the co-operation of the British Government in investigating the secret execution of a captured Australian in Salonika while President Waldheim of Austria was there as a German Army intelligence officer in 1944 (Our Correspondent writes).

Mr Bill Hayden, the Foreign Minister, disclosed yesterday that an investigation was under way into the death of Captain "Bunny" Warren, after *The Times* last week

reported that he had been shot by his German captors.

"We are trying to find out more details, but we don't have any hard information," Mr Hayden said. "We've got to carefully analyse the facts when we can get information on the incident and when we consult with the other countries which are also involved."

Mr Hayden said that Dr Waldheim would not be encouraged to visit Australia. The Foreign Minister said he

personally had avoided the Austrian President while attending the International Atomic Energy Agency conference in Vienna.

"I made sure that I kept well clear of him when he opened the conference," said Mr Hayden. "The usual thing is for people to go up and shake the hand of the President. Not many went up to do that. I can assure you I certainly didn't."

Sir William Keys, president of Australia's ex-servicemen's organization, has called for Dr

Waldheim to be tried for war crimes, if the claim that his Nazi unit executed the Australian officer are proved.

Captain Warren, who came from Melbourne, was serving under British command with Greek partisans fighting the Germans when he was captured by German troops off the Greek coast. He was a member of Force 133 of the Special Operations Executive, the commando group specializing in raids deep inside enemy territory.

## Viennese ride their satiric hobbyhorse

From Robert Fisk, Vienna

Dr Waldheim's horse looked a harmless enough beast, its short, stumpy wooden ears topped by a little peaked black cap, and its triangular wooden tail moving slowly on a pair of bright, silver hinges. Its box-like trunk and cadaverous, long-nosed head appeared almost friendly.

But not everyone in Stephansplatz yesterday was so amiable a creature. Those who objected were old for the most part, 65-year-old women in long, motherly coats and sensible hats, or 70-year-olds like Dr Aurel Wehrmacht, formerly of the Wehrmacht's Second Tank Division. To them, the horse was a travesty, which in a sense it was meant to be.

For the small group of demonstrators who stood around it, the wooden horse was a symbol of the Austrian President's wartime membership of the Nazis' SA (Sturm Abteilung) riding school. The horse — the creation of Alfred Hrdlicka, the Austrian sculptor — was the logical product of a sharp and truly Austrian sense of humour, but surely it was the horse that must have been the party member. Hence that small peaked, black cap on the beast's head.

The demonstrators and their largely silent detractors understood the significance of the occasion. On this, the 50th anniversary week of the Anschluss, President Waldheim is becoming an ever more horribly appropriate symbol of what happened here half a century ago. On sale were crudely drawn Waldheim masks and miniature Waldheim road signs, a red "No Entry" symbol stamped over the unmistakable outline of Dr Waldheim's head.

Dr Beate Klarsfeld, the French Nazi-hunter, was there brandishing a poster that claimed the Austrian President had lied about his past in order to support the country's collective amnesia. Even the general secretary of the Austrian railwaymen's union mounted the truck upon which Dr Waldheim's wooden horse was standing to support the demonstration.

An old woman approached: "Have you ever been in a war?" she shouted angrily. "Have you ever been forced to fight, knowing you would be shot if you did not?"

The young demonstrators ignored her. In some parts of Austria, one of their leaders insisted, the older people were more against President Waldheim than the younger ones. Herr Christian Rainer, a member of the left-wing New Austria organization, which has taken up the leadership of the anti-Waldheim movement, together with a number of Austrian artists and intellectuals, felt that the protests were intended less to force Dr Waldheim's resignation than as a symbol of Austria's "non-consciousness" about what happened 50 years ago.

There will be further demonstrations this week, and Herr Günther Bögl, the head of the Vienna police, has said it is up to individual officers to decide whether the words of demonstrators can be considered slanderous or libelous remarks intended to injure the reputation of the President, the flag, or the armed forces. Individual members of the Viennese constabulary, it therefore seems, will have to decide on the criminal quality of amnesia.

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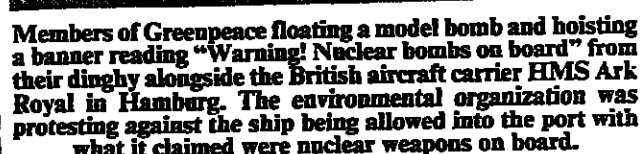
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DAY MARCH 7 1988

# Nuclear protest over Ark Royal

The ministers also reaffirmed their support for the US Secretary of State, Mr George Shultz, in his peace mission to the Middle East. But Sir Geoffrey held out little positive hope for the mission.



France's decision last December to whisk Major Alain Mafart off the Pacific atoll of Hao to Paris for "urgent" medical treatment.

Shortages are not limited to food. There are frequent power



**President Barre: He does not tolerate any dissent.**

and water cuts and the banks sometimes run out of cash. About 80 per cent of Somalia's exports of about \$106 million a year come from camels, cattle, sheep and goats: bananas and incense make up most of the rest. Without continued aid there is little hope of finding the \$400 million a year needed for imports and to service the \$2 billion external debt, one of the highest per capita debts in the world.

But donors are already holding back aid and the September edict puts Somalia in breach of agreements with the IMF and World Bank. President Siyad Barre may be waiting to see who will blink first. Few had strong reasons for reverting to the liberalization measures: the money was derived from control of the economy was slipping from his supporters and clansmen in the party and government bureaucracies. However, the donor countries are keenly aware of Somalia's strategic importance.

On the economic front, the picture is gloomy. Despite continued Western economic aid of about \$400 million a year, the Government has recently halted its limited moves towards economic liberalization of the mid-1980s. Under an edict issued by the

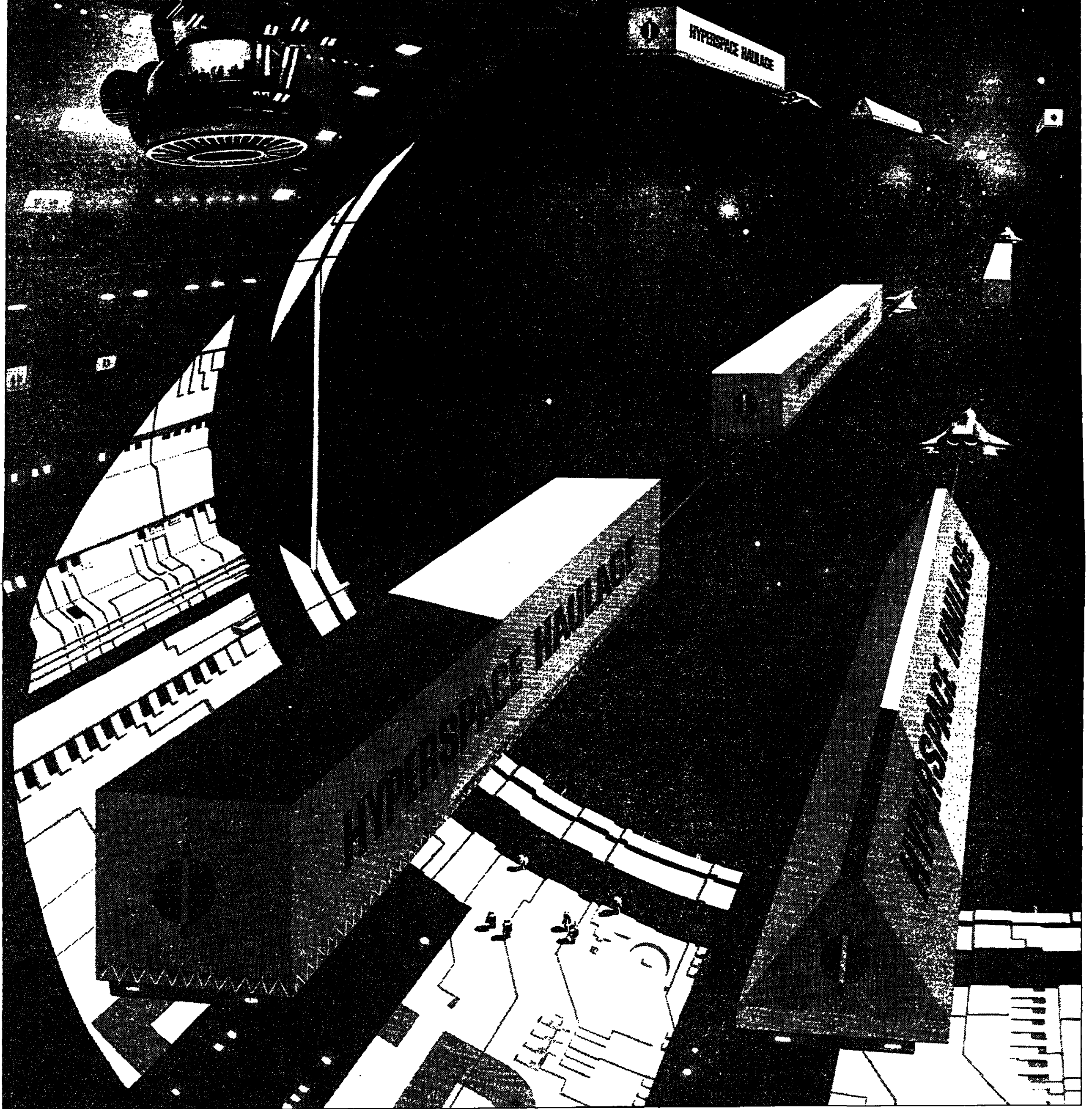
Despite popular discontent, a public protest is unlikely — at least in the short term. President Barre does not tolerate dissent. But as life for Somalis gets tougher, underlying tensions are growing and threaten to break out into the open when President Barre's administration ends.



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But I would know...  
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company with...  
fast. So fast...  
self-destruct...  
Although...  
another bank...  
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## SPECTRUM

# The passion and the paintings

Next week, in an exhibition presented by *The Times*, the pick of possibly the world's greatest private art collection will be on display at the Royal Academy. Brian James talks to Baron Thyssen-Bornemisza to discover the zeal and the determination of the true collector

The first thoughts the young Heini Thyssen had concerning paintings was that there were "already too many of them. All over my father's house. On every wall. I felt for sure I would never ever have to buy another as long as I lived." We have cause to be grateful that Baron Hans Heinrich Thyssen-Bornemisza de Kaszan totally changed his mind, and thus became the greatest private collector of paintings — including modern works — in the world.

Some experts would dispute that title, claiming that the Queen has a highly-prized collection of art treasures greater than the Baron's 1,600 paintings. "Yes, perhaps," says the Baron, with the diffidence of a man whose gentlemanly instincts struggle with acquisitive pride, "but then I think that Her Majesty is not perhaps really a collector?"

By this the Baron means that, unlike himself, the Queen does not spend 80 per cent of her life on art — attending salerooms, opening exhibitions, or dealing with up to 200 offers a year to snap up a bargain (most worthless, many outright fakes) all in the cause of upgrading the collection.

This month, the pick of the Baron's Old Masters, 50 paintings and panels worth probably £250 million, are to be seen in London, many for the first time. The Royal Academy exhibition, presented by *The Times*, is a huge cultural occasion which would have been impossible had young Heini not dramatically changed the views on art formed as a teenager in the family home on the shores of Lake Lugano.

His father was, in the 1930s, extending the immense family fortunes made by his grandfather, Auguste, from coal and steel into shipping and banking. "But we were often puzzled. My father would disappear for days. We would find his office empty . . . and art books would be scattered about. I fully understood now that he had gone after a new painting."

Soon a new work would appear with little ceremony in the family gallery, a place meant only for the first Baron's solitary pleasure.

In 1947, when his father died, the present Baron Thyssen, then 26, had the task of rebuilding the family business empire: their Rotterdam docks were rubble. The 12 ships of their fleet were all sunk. The Bremen shipyards and the Rhine coalmines were flattened. "Yes, a fascinating time," says the Baron, with deliberate understatement. An added problem, minor in scale, was the dispersal of his father's art collection in Lugano. A Swiss court had overturned his father's art foundation, all paintings were shared out between Heinrich, his brother and two sisters. "I knew this to be wrong. Gathering the collection was important in my father's life. They should be brought together again. One by one I bought many from my family. Most of them.

But some items would remain missing from the collection, for these they wanted to keep for themselves. As my idea always was to show the collection to the public, I knew these gaps must be filled."

"Until then," he explains, "painting for me was just a decoration. I began now to see art in many ways. For instance, I told my bank in Holland to stop putting prints on the walls of the boardroom: original art, if well chosen, would have a value. Not that I buy for investment. I merely try not to buy foolishly, knowing that if I pay the proper price then what I have will never be worth less."

No one has ever walked in beauty like this knight, at home at the Villa Favorita. Priceless glass and china perch on stunning pieces of furniture in every lobby: a Fabergé egg does service as a paperweight in a study where a lakeside view competes for attention with Duran's "Old Waterloo Bridge", a Monet, a Cézanne landscape, "La Verge" and a splatter of colour from the Baron's favourite Impressionists, Friedrich, Nolde and Puni, for which museums would surrender their grants.

But it is the bedroom that astounds. As the Baron opens his eyes each morning, Renoir's immortal "Young Woman with Parasol in Garden" greets him; turning his head a fraction brings into view a second Renoir, "Cornfields", a Manet, "Portrait of an Amazon", a Morisot; a Pissarro woodland; a scattering of modern American art . . . and three important trifles by Toulouse-Lautrec.

Of his 572 Old Masters, 400 were collected by Baron Thyssen's father; all of the almost-900 modern paintings were acquired by a young man who once called them "rubbish — of no value or interest." Had he been really that hostile?

"Yes, I had been brainwashed. I had to change my mind. In fact I did so quite deliberately. I awoke to the fact that it did not make sense to dismiss without examination all the work of our own times. Since the 18th century we have had great advances in all knowledge. Was it possible that art alone had stood still? I made myself understand. I would buy two pictures, one good and one bad, and stand before them until I knew the difference. This was the philosophical change in my attitude."

Was he driven in the least by that much-caricatured need of collectors simply to possess? "For myself? No. You must understand that I do not often even see many of my most famous pictures. I am seldom here. Maybe two or three months a year. Yet they can give me great pleasure, when I remember a painting, or a mention comes in a book, and I can walk a few paces to see it for myself. But to possess, for myself . . . no. The joy of this comes from knowing that a new acquisition makes this a better collection . . . more complete."

## On buying paintings:

**'I merely try not to buy foolishly, knowing that if I pay the proper price then what I have will never be worth less'**



Master with his Masters: Baron Thyssen-Bornemisza in the Villa Favorita Gallery with a Raphael (left) and a Ghirlandaio

Are these acquisitions made solely on his own judgement? "Completely. Once I was advised in all things by Dr Rudolf Heinemann, my father's friend and art historian. Now I alone decide.

"Have I ever been wrong to say 'No'? It is likely. Have I been wrong to say 'Yes'? Of course. I have here in this corner, kept to remind me, that which was supposed to be a Mondrian. I asked an art dealer if it was a Mondrian. I paid for it as a Mondrian. It is a fake. See here . . . here . . . the lines do not go to the edge of the canvas. That art dealer? I found later he was short of money . . . it is that sort of business."

Are there still gaps in the collection? "Many. Most will never now be filled. I

have no major Rembrandt, no Botticelli, no Vermeer — I think there are no new ones to be discovered, and none likely to emerge from private hands. And the Russians have some marvellous Modernists I would adore."

The relationship between Baron Thyssen and the Soviet Government is fascinating. Soon there is to be a fourth exchange of pictures between a nation predicated on the creed that personal wealth is theft and one of the world's richest men. Yet he is permitted to fly into Russia using his personal jet, and to tour their stocks of works (collected by wealthy traders in pre-revolutionary times and never since seen in the West), pointing out those he wishes to take with

him on loan to his palace in Lugano.

"Yes, of course there is a great philosophical difference between us. But there is a greater cultural hunger that drives Russians. They queue for days to see my father's Old Masters, which I take there in return. The 15,000 catalogues I took with me last time were all sold in two days."

He was not, of course, entirely serious when, at a dinner with Russian officials, he offered to give Russia his entire collection if they would pull down the Berlin Wall — an offer which made headlines around the world. "It was a joke as I sat down from my speech. The serious point is that art can be a bridge."

The Baron, though blue-blazered and

## On the Russians:

**'Yes, there is a great philosophical difference between us. But . . . they queue for days to see these Old Masters'**

Nivenesque in his easy conversation, is a cosmopolitan man: I wondered why he is again to be so generous with his paintings to Britain, for our countrymen have not always treated him with respect. He has two splendid homes in England, yet our gossip columnists have made sport with his previous four marriages, and especially with his last divorce. Then the High Court action, in which his ex-wife sought to show that he was worth not £400 million but £1,200 million, brought jokes like: "I bet the Baron wishes he hung some of his Old Masters from his walls instead of Old Masters."

The Baron smiles hugely. "I have never minded that. The English ask about my money, but when I don't tell them they don't mind. They peer at my private life, but always with great humour. This is fine, also. But the Germans are something different. When their papers write of me, they have no laughter. They are icy cold."

Is he not embarrassed to own so many fabulous paintings?

"No."

The silence grew. Really? Not only to feel the weight of such responsibility but also the certain criticism of some that the possession of so many of the world's art treasures should be in one man's home?

"No. Absolutely not. That they have such great financial value now is not my fault. The collection of my father was worth no more than \$10 million when it came to me. I collect paintings not for their value but for their beauty, their rarity. I still have the first painting I bought, a Nolde. I do not know its price. But I know its worth to me. And I have to say that because of my collecting, millions of people now see paintings that might have been hidden in vaults."

This is an easy claim to sustain. His collection's administrator, Irene Martin, revealed that last year 250,000 visitors filed through the compact gallery in Lugano, a small lakeside town with a population of 35,000; this year, apart from London, other Thyssen collections will attract audiences in Madrid, Vienna, Barcelona, Berlin, Zurich . . . and Novosibirsk.

Our conversation was interrupted by the delivery of a package "from the Getty Museum, Sir". This, the Baron said, was another step in the complicated negotiation which will determine the eventual destination of his collection: it has already been decided that two-thirds of his paintings will be kept together (and the Getty Foundation, like many others, is yearning to be host), while the remainder will be shared by his four sons and one daughter.

Baron Thyssen-Bornemisza is clearly contented by the assurance that his art collection, unlike that of his father, will largely be preserved as a single entity ("Yes together. For ever."); and not a little delighted that his own son, Georg Heinrich, has started a collection of his own — clearly not believing that of paintings there were "already too many".

The exhibition at the Royal Academy runs from March 18 to June 12 (closed Good Friday). 10am to 6pm including Saturday and Sunday. Admission: £3 (full price), £2 (Sunday) until 1.45pm and concessions. The Times private viewings on March 21 and 22 are already fully subscribed.

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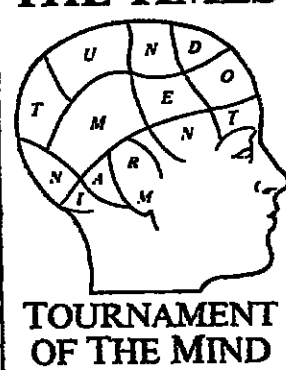
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## THE TIMES



## TOURNAMENT OF THE MIND

### 1 LOGIC Score 13

Look at this series of letters and tell us what you think they represent.

M V E M J S U N P

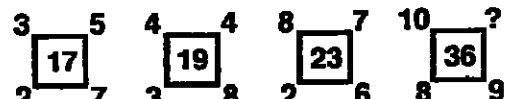
### 2 VERBAL Score 13

You have to place two letters in the brackets so that they finish the word on the left and begin the word on the right. When you read the letters in the brackets downwards you will find a new word. Can you tell what this word is?

BAR ( ) NET  
AT ( ) IT  
TEN ( ) HER  
COUNT ( ) OT

### 3 MATHS Score 12

The numbers connected with each square follow a logical pattern. Work out the logic and tell us what should replace the question mark.



### 4 MISCELLANEOUS Score 12

Four cars are approaching a crossroads from four different directions. Mr Jones is six miles away driving his GS at 15 mph while Mr Smith in his Ferrari is 20 miles away and is travelling at 100 mph. Mrs Brown in her Morris Minor is maintaining a steady 20 miles per hour while Miss White's Mini is racing along at 80 mph. The Morris is 8 miles from the crossroads while the Mini is 16 miles away. If Mr Jones is approaching on the same road as Mrs Brown and Mr Smith is on the same road as Miss White, which cars, if any, will pass each other at the junction of the crossroads?

## Tournament of the Mind

● Round Twelve in *The Times* Tournament of the Mind, a test of numeracy, logic, word power and general knowledge. With eight rounds to go, the questions, set by Mensa, are designed to challenge the brightest brains.

● Individual players with the top 100 scores will be invited to join the finals to compete for a £5,000 first prize. And for the top school team there's an IBM personal computer to be won.

### ROUND TWELVE — QUESTIONS

Try all the questions — remember it's the top scores that count

#### GENERAL KNOWLEDGE Score 3,3,2,2,2

1. Which male actor played the lead in the film *Saturday Night and Sunday Morning*?
2. If you suffer from xenophobia, what or whom do you dislike or fear?
3. Which Queen of the Incas, who died in 62 AD, fought the Romans?
4. Which is the largest city of West Yorkshire in terms of population?
5. Which car manufacturing firm was founded by Lord Nuffield?



#### PUZZLES

Answer 1  
Answer 2  
Answer 3

#### GENERAL KNOWLEDGE

Answer 1  
Answer 2  
Answer 3  
Answer 4  
Answer 5  
NAME

### ROUND 12 — ANSWERS

Cut out your answers and keep this coupon until Round 20. Answers will be accepted only on coupons printed in *The Times*

I am concerned that 13 of the 14 schools in the school state graduation ceremony with titles like 'Living'.

Now Borden's way of life that numbers of us sample as we live in a society where a single person is rising fast. But on about it is a strange up alone. Kentucky Fried Chicken is your fingers and the telephone to me.

It is one of those you can only learn doing it, which is the same class as Fagan and Bringham up. But things go on the last two will be themselves on the curriculum too, but less time to study. Cuts.

Like many other, got in a right old state. Change 29 but only a brown home to me. A mal state of ignorance, no idea that home was being 'promoted' schools, and, if it means that other time, promotions are gone.

#### CONCISE CROSSWORD

1. Optometrist (4)  
2. London under (4)  
3. Humperdink (4)  
4. Curious (4)  
5. Prudence (4)  
6. Punctured (4)  
7. Secretly (4)  
8. Row (4)  
9. Stroke (4)  
10. Army (4)  
11. Bank (4)  
12. Hawk (4)  
13. Harlow (4)  
14. Green (4)  
15. Wood (4)

Down:  
1. Lake (4)  
2. Life (4)  
3. 90's (4)  
4. Formal (4)  
5. Near (4)  
6. Temporary (4)  
7. Jewish (4)



MONDAY PAGE

ings

On the Russians  
Yes, there is a philosophical difference between them and us. But... they are for days to see the Old Masters

**T**he once beautiful 26-year-old daughter of a close professional London family, Lorraine (her parents are now prepared for us to use their real names) is a girl who has been up at us with her head buried in her hands, like a drowning Ophelia. "They're burying me, you know," she says. "Look, there's the shovel. They're pumping me with blood because I can't have ozone treatment. There's two Billericks down there laughing their heads off and they're dead anyway..."

"You must be the social worker," she says to her mother. "My mother and father are in heaven," she confides to me.

She talks in fragmented whispers like a frightened child, alternately begging for help, and lashing out, sometimes recognizing us, sometimes addressing us as people she has known in the past. Occasionally she raises her voice, thick with obscenities. Most of the time she mutters to herself, a restless bawl of disconnected words and threats, then sinks into exhaustion, her skin stretched with the pallor of a dying person.

"She is a very sick girl," says Dr Timothy Crow, one of the leading experts on schizophrenia and senior consultant at the North London Hospital, where she was admitted just over two weeks ago. "I believe she has a severe form of schizophrenia." She is also seven months pregnant and until her hospitalization had received no proper ante-natal care.

The night before I met her, Lorraine had been found by her parents, incoherent, afraid and half-naked surrounded by two holdalls and some refuse bags containing all her possessions. She was in the annexe to the Tack guest house in Southall, delivered there by social workers from the London Council of Brent. Her room overlooked an alleyway littered with broken glass and rubbish. The caretaker, an Asian, who speaks little English, had been told nothing about her. She was just another name on the list of homeless - mainly Asian families.

Sixteen months ago, Lorraine, who had a history of eight years severe mental illness which had resulted in several physical assaults on her mother, took an overdose while staying in the flat her parents had bought her. She was admitted to the Priory Clinic, a private psychiatric clinic, as a compulsory patient under the Mental Health Act. Later she lived in a therapeutic centre from which she was discharged to a hostel run by the Brent social services department for people with "special needs". She had been in the hostel only four days when she caused a "fracas" by kicking a member of staff and was taken to the Southall guest house, social workers had tried to place her in a local hospital but no places were immediately available.

One week after Lorraine had been taken to Southall I telephoned Peter Bibby, the assistant director of Brent social services and the man in charge of her case. Neither he, nor the social workers who had taken her to the lodgings, knew where she was. "She walked out," he told me, implying she had left the hostel of her own free-will. Later he admitted she had disappeared from Southall. "I asked our social workers to find out where she was and I was intending to report her missing to the police," he told me. "Do you know where she is?"

Bibby agreed that bed and breakfast was not the ideal solution for Lorraine. He also agreed that a foreign caretaker was not as



Lorraine, in the hospital to which her parents took her. Now pregnant, she is the subject of a compulsory hospital order. Inset: nine years ago, before the onset of her illness

skilled in dealing with people in special need (Brent do not like to use the words mental illness) as the trained staff at his hostel. Should social workers leave a pregnant girl whom they felt was disturbed enough to need hospitalization, to cope without any support in an unfamiliar environment? Bibby hesitated and replied: "It was the best facility available. When I looked into Lorraine's case the last time, I believed that my social workers had made good decisions."

Bibby has never met Lorraine. Nor has he, or his social workers, met her parents. Alan, a level-headed lawyer in his early fifties and his wife, Marilyn, have been excluded from arrangements made for their daughter. "We regard Lorraine as our client," Bibby says. "My social workers were satisfied that she knew she was pregnant and understood the consequences. It was her right to choose."

Lorraine is a victim of a war of ideals between those who think she suffers from a medical illness and those - like Brent social services - who believe she is "behaving badly" and agree with the ideas of the therapeutic centre where she stayed for the previous year. They believe she is trying to persecute her parents, and is even now quite capable of rational decisions. In their view, people who are labelled as mentally ill should "be normalized"

and live in the community to develop a sense of independence. The roots of her condition, according to this philosophy - which was put forward by Dr Ronald Laing in the 1960s - lie in poor family relationships, overprotective and intrusive parents with unrealistic expectations of their daughter.

The cure, as they see it, is to separate Lorraine from her parents and a "complicated family drama" so that she is free to grow and learn from her own mistakes. "The parents liked to keep Lorraine as a sick, dependent child. They used her as a scapegoat on whom they could divest their own sense of failure," says Dr Joseph Berke, director of Arbours, the crisis centre in North London, where the parents turned for help. "We would be delighted if she could live on her own and let us live." Marilyn says. "But she seems too confused even to know where she is."

Lorraine could not stay in the Priory and no hospital would take her as a compulsory patient "under section". From past experience her parents knew that if she were a voluntary patient she would walk out. "She had been through a diagnostic chaos, a dozen psychiatrists, many hostels and a variety of treatment from over-medication to electric shock therapy," Berke says. "The parents came to us as a last resort."

This was something Alan and Marilyn were never allowed to forget. Berke accepted Lorraine on condition that following a period in which Marilyn would stay at Arbours and the mother-daughter pair be observed, the parents would have no contact with her except for therapy sessions which would be decided by his team, which Lorraine could attend if she wished. After the first months these were reduced to once a fortnight.

**B**rent would finance Lorraine's stay, but Alan and Marilyn feared that, if they broke the agreement, Lorraine would be asked to leave and could thereby be made homeless.

All parties accepted this "contract" and Lorraine, although still under Section Three of the Mental Health Act which required her compulsory detention, was given leave of absence while in the custody of Arbours. One of the conditions was that she should continue her medication.

"Arbours" written on a wooden sign above the door is the only clue that this slightly dilapidated Victorian semi-detached house is a quiet road in North London is a home for mentally ill people. Not that they would describe it that way.

Berke is an American psychiatrist who founded Arbours in

1973. He sports the expected beard, a chunky sweater and pebble glasses. The therapists live in the house with their "guests" for whom they are the "focus of intense fantasies and a real role model". Berke explains: "We make things bearable again by tolerating their pain and discomfort in ourselves..."

It is part of the philosophy that guests can come and go as they please. So Lorraine was free not to take the medication or the contraceptive pills she had been prescribed. She was free to wander the streets barefoot at night, sometimes clad only in shorts and a flimsy shirt, even on the coldest night. "We had on-going discussions about her dress and warmth," Berke said.

Sometimes, she would try to break into her family home, beating the door for hours, begging to be let in. "I love you," she would scream, "why have you thrown me out?" But Marilyn and Alan had been encouraged by Arbours not to open the door. To be fair to Arbours, the parents had asked for protection from their daughter, as on previous occasions she had broken in to their home and assaulted her mother.

The parents tried to stick to the rules. They were not allowed to contact their daughter. When they sent her a postcard, they were reprimanded. Lorraine would telephone home two or three times a

day and the calls, intercepted on an answer-phone, would be some times loving, sometimes abusive, often heart-breaking. "We had to give Arbours a chance," Alan says, "they were the first people to offer us support and we wanted to believe it would help her."

But Lorraine's freedom was becoming increasingly worrying. Alan and Marilyn received constant calls from the police, friends, neighbours and strangers who found Lorraine all over London and further afield, in a confused state. Many times Marilyn would return home and find Lorraine's "visiting cards": a flower on the windscreen, a torn recipe through the letter-box. In desperation, Alan and Marilyn, decided to move house and keep their new address secret. "It broke our hearts," Marilyn says. "But it seemed the only way to help all of us."

Lorraine was allowed a last visit to the old house, accompanied by two Arbours therapists. "She went upstairs to see her bedroom, then washed her hair," Marilyn remembers. "She came down with her hair wet, looking very thin and just staring at the furniture in packing cases. I wanted to hug her. She looked so lost."

This "lost" girl image did not convince the team at Arbours. Berke says: "She made herself appear a hopeless waif to persecute her parents. And they were constantly invading her bound-

aries by their hostile solicitousness. The mother was always bringing clothes and food which Lorraine did not want. We saw it as our task to prevent her irrational behaviour from tyrannizing her life as much as they had asked us to protect them from here."

To her parents her mental condition appeared to become steadily worse. For the first time, she started talking to herself in what Alan describes as a "fruit salad" language.

On Lorraine's 26th birthday, December 10, on which the family was allowed to hold a small party on neutral territory, Marilyn suspected Lorraine was pregnant. She informed Arbours, but Lorraine's stay there was due to end. The onus fell back on Brent social services who, having given her the choice to continue her pregnancy, were bound to find suitable accommodation until the birth.

On February 16, still without proper ante-natal care, and without any reference to her parents, Lorraine was transferred to Homefield, the social services hostel. By now feelings between the parents and Arbours were raw. The parents worried about both Lorraine and the baby (whose father was unknown and who risked inheriting mental illness) and may have to be taken away at birth. At 5pm on February 17 they met Rod Cameron, the team leader, and two other Arbours therapists for their fortnightly session. Lorraine failed to turn up - earlier that afternoon she had been seen banging on the door of her old home.

**I**t was a stormy meeting. Alan attacked the fundamental beliefs of the therapists and asked that Lorraine should be hospitalized. The cool tones of the therapists became impassioned. According to Alan they replied: "Who is she going into hospital for? For you? So she's filled up with drugs and food so that you can visit her when you wish?"

Marilyn and Alan insisted on knowing Lorraine was safe. They followed the therapists to the hostel but the door was not left open for them. Eventually Cameron appeared and told them Lorraine was having dinner and did not wish to see them. When their daughter appeared in the hallway she told them: "I do want to see you." But Cameron interrupted, saying they were allowed only two minutes to talk. The next day Lorraine kicked a pregnant member of staff and was forced to leave.

Berke regards the whole incident as part of a "leaving crisis". "There were remarkable changes in Lorraine's behaviour in aggressive and self-destructive behaviour," he says. "It was her parents who insisted on going into the hostel, broke the agreement and regressed in terms of their capacity to cope with anxiety. Brent behaved admirably."

Dr Crow does not believe that parents are a causative factor in schizophrenia. "The pattern of Lorraine's illness includes dramatic intellectual impairment which makes it unlikely to be due to family pressures."

Lorraine is now in hospital and for the first time in nine years Alan and Marilyn have not been able to feel guilty about their daughter. They hope that, until the birth of the baby, she will receive nursing care. They are at least able to express natural concern without reprimand.

"We went to get help for Lorraine," says Marilyn, "but all they did was tear us further apart."

the Mini

the Mini

the Mini

the Mini

the Mini

the Mini

the Mini

the Mini

## Idiocy in large degree

PENNY PERRICK

I am concerned to hear that in 13 of the United States, high school students can gain graduation credits in subjects with titles like "Bachelor Living".

Now Bachelor Living is a way of life that increasing numbers of us will have to sample as we make our way in a society where the number of single-person households is rising fast. But the time to find out about it is when you are sitting up alone in bed, eating Kentucky Fried Chicken with your fingers and waiting for the telephone to ring.

It is one of those areas that you can only learn about by doing it, which puts it in the same class as Falling in Love and Bringing up Baby. If things go on this way, these last two will no doubt find themselves on the school curriculum too, leaving even less time to study Catullus.

Like many other people, I got in a right old state over Clause 29 but only because it brought home to me my abysmal state of ignorance. I had no idea that homosexuality was being "promoted" in schools, and, if it is, this means that other time-wasting promotions are going on as

well, such as heterosexuality, personal hygiene and car maintenance.

I had a heated discussion about this with a homosexual friend, who said that he could have done with a nice sympathetic teacher to sort out his sexual problems when he was a mixed-up, sensitive adolescent. Well, show me an adolescent of any sexual persuasion who isn't mixed up and sensitive and I'll show you a moronic monster.

But school teachers are not there to take on the role of psychotherapists. They are there to drum into their charges things of which they might otherwise remain ignorant, such as the fact that a plot can have only one protagonist and that the original meaning of "obnoxious" is "exposed".

School is a place where everyone should be treated equally - the fat, the clumsy, the brilliant, the sexually confused. And, whatever the doubts about the core curriculum, it should mean that every pupil has to cope with the lastingly worthwhile and that there will be an excuse to offer Keats only to the culturally receptive and palloff those who come to school for a chat and a smoke.

While we are about it, I should like to abolish sewing and domestic science classes, too. Those who take naturally to threading a needle will be able to fulfil their desires for Bargello, richelieu, cut work and trampoline in later life, while those who feel sick at the sight of a hem that needs re-stitching would be better off being placed on the first rung of the ladder that leads to an eventual MBA, so that they will always be able to afford somebody else to sew their buttons back on.

My mother, otherwise known as the Wise Woman of Putney, always says "if you can read, you can cook". So children who have been encouraged to read *War and Peace* are probably better equipped to cope with Raymond Blanc's recipes than those who have had lessons in jam puffs and pineapple upside-down cake, the two staples of school cookery areas.

Bachelor Living could be the thin end of the wedge. It might tempt those of us with hands-on experience to go on and take a Masters Degree in Emotional Blackmail, Sexual Incompatibility and Marital Discord.

## Piracy, envy . . . and paranoia

Later this week Nicholas Coleridge (right) publishes the result of four years of work indexing the antics of the fashion circus. What does a fashion editor make of it?



A girl in Dutch national costume complete with peasant skirt, pinnies and upswipe lace cap was standing in the lobby of the West End hotel where Nicholas Coleridge and I had met for breakfast. "Oh do look," he said to me. "It's Christian Lacroix!" Very good! Coleridge, sharp-eyed editor of the fashion glossy *Harpers & Queen* picks things up fast. For four years he has immersed himself in the fashion business. At the end of it, having read *The Fashion Conspiracy*, Coleridge's exposé of the international fashion scene out this week, I believe that we might have taught him a thing or two after all.

For some time now, Coleridge has been a conspicuous member of the fashion "circus". It is not just his dapper Savile Row tailoring and gleaming high forehead that singled him out, but the fact that, instead of clutching the essential compact *Filofax*, Coleridge has carried around everywhere with him a curiously large ledger. However cramped his lunch table at the Caprice, however impossible the crush at the counter of a Paris bar where fashion journalists were hurriedly snatching a coffee before hurrying on to the next show, Nick would manoeuvre his marbled-cover A3 scale tome on to the table, jot down a stream of notes and, later, index them in a system all his own.

P is for paranoia. F for fortunes made and lost. S stands for sex, or maybe Saudis. From this convoluted system (M is for mistresses as much as Manhattan megabucks) you can tell that Coleridge's global sleuthing to research *The Fashion Conspiracy* never ventures near the drawing boards from where

the puffballs and shoulder-pads emerge. The visual does not concern him at all. His fashion view is all to do with the gossip and intrigue, the £10,000 couture numbers juxtaposed with the Seoul sweatshops, and the antics of the fashion editor as an "homogenous society, at once international and profoundly xenophobic" who "hurtle around the world" to meet up again at "the same few fashion restaurants and discuss the same tiny cast of characters".

"There are at least 20 people in this country with a far greater background of knowledge of the fashion business who could have written a book like this. It is probably impertinent of me to do it," he says. By coincidence, he says, much of his journalistic career has been conducted from desks located close to those of fashion editors. "Seeing people coming in and out, eavesdropping on what seemed like fascinating conversations," convinced him that there was virgin literary soil. From the obvious

relish with which he researched the book ("short assaults on each geographic location, be it Seoul, Madras or Manhattan; my criteria was that I had to be there") the author reveals his total admiration for a vast international industry, a "heavyweight subject" about which he has written lightly. The fashion crowd, for our part, must be thankful to have convinced another cynic of the fascination of it all and to have won yet another supremely able commentator and fan.

"Of the 500 people I interviewed for this book only 50 seemed absolutely sane," he writes. I have naturally taken it for granted that I fall into the group of the sane. But I may be displaying my P for paranoia if I do. After all, I am a fashion editor, one of "the nomads" doing the hurrying from one fashion capital to another, and going mad. That was one of the theories proposed in the chapter explaining "why fashion editors go mad". "Present company ex-

cepted," Coleridge would beam as he said it - to whichever fashion editor he was interviewing, I suspect.

Sitting alongside him at the collections in Paris as I often did (when he became editor of *Harpers & Queen* late in 1986, I joined to spend some months as fashion director) and before that as a colleague on the *London Evening Standard*, I had the chance to watch the author in action, lining up the international couture customers on his Hit List, the well-dressed Manhattan socialites whom he immediately tagged the Shiny Set in his pages in *Harpers & Queen*. On cue he would stand up and reach across with what he described as one of his "deeply warm" handwritten letters, delivered with a flourish of striped Harvie & Hudson cuff and gleaming enamelled cufflinks (he cannot pass a jeweller without inspecting their offerings of new links) and proposing they should meet for a talk. None of these women turned him down. "It's the pack of cards

theory," he explains. "Once you have seen one, the others follow." They, in their turn, have welcomed Coleridge into the Shiny Set himself, voting him on to their Best Dressed lists in 1987. This impressed him almost as much as his recent entry into *Who's Who*. "The chance to write about such glamour, paranoia, envy, piracy, fortunes made and lost, all in a non-fiction book was irresistible," he says. And rather like that other journalist who interloped into the fashion world, Clive James, Coleridge is snared by the hype of it all. "It can never be overstressed how wildly exciting that mixture of music and colour and glamour is. It's like the finale of a Broadway show. It's a book with 2,600 living people in it, and they are probably the 2,600 most contentious characters with the most inclination to gossip and stir and tease."

He pointed out that any bitching in the book mostly comes from the mouths of other observers of the scene, never himself. Although, "I think my little head does keep popping over the fashion parapet and then ducking down."

Liz Smith

Gardens flower in Country Life

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## BACK TO THE ISLANDS

Today sees the opening of Operation Fire Focus, in which Britain will test its ability to reinforce the Falkland Islands in a crisis. The decision by Argentina to put its own troops on alert, has added some verisimilitude which might or might not have been wished for — but was always a predictable reaction. The long-term impact of the exercise however, is more uncertain and one must question whether the ground was well-prepared.

The decision to stage Fire Focus was quite defensible. In deference to Argentine sensitivity and a hard-pressed British defence budget, the size of the Falklands garrison has been substantially reduced since the 1982 war. The most significant cuts were enabled by the opening of Mount Pleasant airfield (at a cost of £400m) three years ago. The airfield (which also has a civil application) ensures that long-haul troop transport aircraft can land on the islands, thus rapidly bringing the garrison up to strength.

As a result, the number of servicemen on or around the islands has been reduced to about 1,500, less than half the figure it used to be. The £3m exercise, makes military and economic sense, and is certainly not before time. Nor is it a very extravagant show of strength. A battalion group, comprising a battalion of the Light Infantry regiment with artillery and other supporting arms, will be flown to the Falklands in Tri-Stars, to test the logistics and the system for in-flight refuelling. The Royal Navy will not be involved.

The exercise has been criticised for provoking Argentina and spoiling all attempts to reopen a dialogue with this country. But most attempts to construct such a dialogue have been made by Britain. This Government has consistently proffered an olive branch to Buenos Aires, proposing talks to normalize relations on virtually every level of activity. Such efforts have not always been welcomed by the Falkland Islanders themselves — although the resumption of the air and sea bridge between themselves and Argentina would contribute towards their prosperity and well-being.

It is principally Buenos Aires though, which has turned its back on such approaches, because of the continuing British refusal to discuss the main issue of sovereignty. A form of words was agreed to enable negotiations to start in Berné four years ago. But the Argentines walked out almost as soon as the meeting opened.

It is reasonable to assume that at some point

the subject of sovereignty must be raised. But Mrs Thatcher has so far been adamant and, whatever one's views of the strengths and weaknesses of the Argentine claim on the islands, the British case in making sovereignty non-negotiable, is not unreasonable. It is after all, only six years after an Argentine invasion of the Falkland Islands — which was followed by a war in which many were killed. The chorus of protest from Latin American countries, ignores the fact that Argentina started it — and that far from opposing a dialogue between them, it is Britain which has made most of the running.

The Argentines were not taken entirely by surprise. They were informed of the forthcoming exercise, through Switzerland, Britain's protecting power, some time ago. They immediately saw fit to protest publicly. President Alfonsín, who still has intermittent trouble with the military, was probably obliged to do so — and to follow this up by placing forces on "defensive alert". But he undoubtedly saw the prospect of a propaganda coup and has exploited it at the UN and elsewhere.

The only contacts between the two governments in recent months, have been made through the United States and have involved technical issues over fishing. This oblique relationship was seen as encouraging when it started some time ago — but has so far failed to develop into anything more fruitful. Whether these contacts will continue now is debatable, but their breakdown should cause no great angst on either side.

More serious is the diplomatic impact on other Latin American states. No doubt Argentina's allies felt obliged to support President Alfonsín. The disapproval of the Organization of American States (OAS) was not surprising — though the strength of it was. And it is hard to see why Brazil should have felt compelled to withdraw its invitation to a Foreign Office minister. Still, that is a fact of life which has to be lived with.

The conclusion must be that, however short-lived this display of South American umbrage, it leaves the Foreign Office with some catching up to do — and at a time when Britain is anxious to raise its trading profile on the South American continent. One must question therefore whether the ground was well enough prepared through Britain's embassies in Argentina's Latin neighbours. If the anger in Buenos Aires was predictable, then so was the show of empathy elsewhere. Britain should act to repair this damage quickly.

## MIXED MESSAGES UNDERGROUND

The vote by members of the National Union of Mineworkers to end their five-month overtime ban is a welcome piece of realism, but provides no more than short-term relief for British Coal. It is another example of the ambivalent attitude of rank and file members to their national president, Mr Arthur Scargill — a relationship which may seem sophisticated to miners but sends a negative message to Downing Street and to British Coal's big customers in the electricity industry.

In calling off their action against British Coal's new disciplinary code, the miners have rejected the advice of Mr Scargill. They have done so because the action worked less and less effectively as time has gone on rather than from a change of heart. The dispute merely cost miners money without any likelihood of putting irresistible pressure on British Coal.

Such short-term realism is not likely to persuade politicians or managers that miners have seen the writing on the coalface in a more general sense. Still less does it demonstrate a wish to co-operate with British Coal management to save the industry from the slow death that might otherwise await many pits once the electricity industry is free to import at world prices.

Without the leaven of moderate miners who have switched to the Union of Democratic Mineworkers, NUM members re-elected Mr Scargill with a clear if sharply reduced majority. He ran on a programme of continued confrontation with British Coal management

and outright opposition to more flexible working — for instance to keep mines operating six days a week.

That is the next and more important issue the union executive and members will have to address. Realism may again prevail. Miners in South Wales are anxious to bring in more flexible working in order to justify investment in a reconstructed Margam pit. But they seem to have given up hope that the national union will allow them to save their jobs. Only the UDM, it seems, can do that.

In Scotland, miners have voted decisively to change traditional patterns to save their remaining pits in the face of the aggressive determination of the South of Scotland Electricity Board to cut coal costs, either by importing or striking a hard bargain with British Coal. Again, it may be too late.

It is quite clear that the Central Electricity Generating Board and its successors in England and Wales will not be content with anything less than the SSEB achieves after all the blustering, negotiating and legal argument. In encouraging such moves (and developing nuclear power) the Energy Secretary Mr Cecil Parkinson is evidently responding to the message NUM members sent by re-electing Mr Scargill rather than the more arcane messages they offer by rejecting his more extreme advice.

That is sad for the British coal industry. But only active co-operation can protect jobs in the mines, not sullen realism.

## GOODS AND CHATTELS

When he introduces his Budget next week, the Chancellor of the Exchequer is expected to announce significant changes in the way married couples are taxed. But taxation, unsatisfactory and inconsistent though it is, represents only one of many areas in which the law is deficient when it tries to regulate the interaction of money and marriage.

Many of the difficulties stem from changes that have taken place in attitudes towards and within marriage. Until relatively recently a woman, once married, was regarded as the responsibility of her husband. Any property or other assets she brought to the marriage was amalgamated with his. The husband was expected to provide for his wife, and she was not normally expected to work outside the home.

Now, Britain has a larger proportion of married women at work than almost any other EEC country and an increasing number of women own property in their own right before they marry. Many expect to earn their own living, whether or not they marry, and resent the idea that they should be financially dependent on their husband. The greatest change, however, and the one that presents the most financial complications, is that almost one in three marriages now ends in divorce.

Although the law has been modified piecemeal to accommodate some of these changes, the results have created contradictions and left room for divergent interpretations when a dispute reaches the courts. In a report just published,\* a group of lawyers and economists recommends that separate legislation be framed to deal with the whole subject of property and marriage and advocates a fundamental change in the way property is treated within marriage.

The report argues that the law should regard

property brought to a marriage, or acquired during it, as shared. If the marriage ends, its total value should be assessed and it should be divided between the two spouses equally — or as equally as possible. Such an arrangement would mean that a woman who had left work to bring up a family would not suffer a penalty for not having contributed to the marriage financially. In the event of divorce, she would be entitled to half the value of property and assets acquired during the marriage, even if they had been paid for mainly by her husband.

The report's thesis, that many of the present difficulties could be obviated if laws on taxation, inheritance and divorce as they apply to property were co-ordinated, makes sense. Its recognition of the greater part now played by property in domestic life — in the form of wider home and share ownership — is also timely. So is the inclusion within the definition of property of such potential assets as pension rights, life insurance and social security entitlements.

Some of the specific recommendations relating to these deferred assets, pension rights in particular, will be difficult to formulate and to monitor. They could also be seen as unduly burdensome on a second or subsequent marriage: there is a risk that not one, but both parties to a divorce could be left inadequately provided for in retirement.

Taken as a whole, however, the report offers a workable solution to problems that will only proliferate if attitudes to marriage continue to change faster than the law. The need for a legislative framework to govern property ownership within marriage is one the Chancellor should consider before he finalizes his tax changes.

\*Property and Marriage: An Integrated Approach, The Institute for Fiscal Studies, 1988.

## Office costs of defence projects

From Mr Julian Brazier, MP for Canterbury (Conservative)

Sir, You report (March 1, later editions) that the Jordan and Lee investigation concludes that there should be "individual long-term auditors for every important MoD project." How different from the conclusions of the Packard report on the Pentagon! That concluded that the key to value for money lies in giving project managers the power to manage with less interference from the scrutinizing bodies which have grown steadily in the USA and UK alike.

Already the project manager has to contend with his own finance officer, the (central) office of management and budget, MoD audit and the Auditor General's staff. The Nimrod project was not a disaster because of a shortage of financial scrutiny. It occurred because the Government in 1977 rejected the advice of the Royal Signals and Radar Establishment, Malvern (supported by the RAF) that the project was not technically feasible.

Instead of finding another batch of financial bureaucrats to watch over our project managers

## Hospital closures

From the Chairman of the Westminster Hospitals Development Fund

Sir, Dr Adam Lawrence (February 24) rightly complains that the plan to rebuild St Stephens Hospital will necessarily mean that residents of Kensington, Chelsea, Fulham and Battersea will have their hospital medical and surgical services abandoned completely from late 1988 to early 1992.

May I point out that the permanent closure plans within Westminster of the Riverside District Health Authority will mean first, the residents of Pimlico, Victoria, Westminster, Belgrave and Mayfair losing permanently from 1992 their hospital medical and surgical services, presently provided by the Westminster Hospital and the Westminster Children's Hospital.

Secondly, the daily inflow of office and other workers to Westminster and the West End will be

## Safeguards for undersea heritage

From the Director of the Shipwreck Heritage Centre

Sir, The forthcoming auction of antiquities from the wreck of the British warship *Invincible*, sunk off the Isle of Wight in 1758 (report, February 2) is regrettable, particularly as the team working on the site has been striving to establish high archaeological and conservation standards. The site is an historic monument of national importance, and as such is protected under the 1973 Protection of Wrecks Act. Although legal, the auction disperses the primary evidence for the site.

However, the sale is symptomatic of a tragic underlying problem that the British underwater cultural heritage, usually historic shipwrecks, receives almost no Government funding, and antiquities are treated as modern commercial salvage. The underwater sites cannot be policed, and it is generally unrealistic to stop excavation.

The Department of Transport administers the 1973 Protection of Wrecks Act, but laudable as this is, as soon as the "finds" are brought ashore another standard applies. Antiquities from most sites often have no known owner, and under the 1894 Merchant Shipping Act the Receiver of Wreck is obliged to sell where possible. The Act does not differentiate between the disposal of antiquities from archaeological sites and materials salvaged for financial gain from recent wrecks.

In effect, museums and archaeological groups are penalised for trying to preserve our maritime cultural heritage because the DoT demands at least 25 per cent of the value of some finds, though of course many other finds have no commercial value. Also there is normally a delay of one year before museums can acquire objects, during which time decay can result.

Given some basic Government funding for underwater cultural sites, as there is on land, not only would diving groups be helped to undertake excavations to a reason-

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## ON THIS DAY

MARCH 7 1863

The arrival in England of Princess Alexandra of Denmark (1844-1925) for her marriage to the Prince of Wales, later King Edward VII, was greeted with enormous public enthusiasm. The "Swedish daughter from over the sea" as *Tennyson*, the Poet Laureate, greeted her, "took the hearts of the British people by storm" according to a biographer of her husband.

## ARRIVAL OF THE PRINCESS ALEXANDRA

MARGATE, Friday, March 6. 5 o'clock P.M.

The Royal yacht, having on board the Princess Alexandra, with the Prince and Princess Christian of Denmark and other members of the Royal family, arrived here, accompanied by the *Revenge*, the *Warrior*, &c., at about 11 o'clock last night.

All the vessels of the squadron lay off the town all but a short distance from the head of the Jetty, and, with the advantage of a magnificently moonlight night, were clearly seen by the residents. The sea was calm during the night, and this morning the sun ushered in a glorious day.

The Mayor of the borough was astir early, and a special meeting of the Town Council hastily formed to consider what steps should be taken on the rare and auspicious occasion of the arrival of a Princess about to become the bride of England's future King.

A deputation was appointed to wait upon the Royal party to inquire whether they would graciously allow the Council to testify the great joy of the inhabitants upon the safe arrival of the Princess, and to express by an address the sincere and loyal welcome to the shores of England, which was the predominant feeling of all classes in the town.

The Mayor, the Vicar, the Town Clerk, with some of the aldermen and other members of the corporation, accordingly proceeded to the Royal yacht, but were passed on to the *Revenge* for the object of their mission to be inquired into. Communication having been made, her Royal Highness returned a most gracious answer, signifying her readiness to receive the members of the deputation, and that they were at liberty to present an address, which would be received by her Royal Highness at half past 2 o'clock.

The party were then ushered into the state cabin, where they were graciously received by her Royal Highness, and had the honour of being presented to her in turn by the Mayor. The address was also handed to her.

After this ceremony was concluded, the party were conducted over the Royal vessel, and the Princess, leaving the cabin, came on deck, accompanied by Prince and Princess Christian, and the other members of the Danish family, and very graciously conversed with members of the deputation. Her affability, sweetness and countenance, and gracefulness of manner, together with the pleasure which she evidenced at the warm feelings which, though subdued, displayed themselves in the countenances of all present, made a most favourable and permanent impression upon the visitors from the borough.

Yesterday, at a special meeting of the Court of Common Council, held at the Mansion-house, the Lord Mayor presiding, a report was brought up from the Royal Reception Committee stating that they had selected, and now recommended for purchase, a diamond necklace and earrings, as a present from the Corporation to the Princess Alexandra of Denmark, on her marriage with the Prince of Wales, and for which the Common Council recently voted the sum of 10,000l. The necklace, with its accompaniments, was shown to the members of the Court by one of the Messrs. Garrard, goldsmiths, of the Haymarket, and was much admired. It consists of 32 Golconda diamonds (old English cut), the centre stone, from which the rest graduate, weighing 13 carats 31-32 grains.

## Trees and taxes

From Mr Francis Ritchie

Sir, The Director of the Royal Forestry Society (February 27) refers to the support given to the Royal Society for the Protection of Birds for the purchase of Abernethy Forest in the Cairngorms being much the same in terms of percentage as that enjoyed by the private investor in commercial forestry, with apparent approval for both.

The contrast comes later. Probably after 40 years or so the commercial forest will be felled and pulped for newsprint, the investor having taken his capital gain along the way. Abernethy Forest, given the management it will surely receive, will remain to give pleasure to many future generations. Surely that is a better bargain?

Yours, FRANCIS RITCHIE, Hogspudding Farm, Baynards, Rudge, Sussex, February 29.

## Living together

From Mr Robert Kirkland

Sir, As to what to call one's live-in unmarried partner, as discussed in previous letters (February 16, 23, 26, March 1, 2) the US Internal Revenue Service uses the term "person of opposite sex sharing living quarters", which has given rise to tender verse such as: I will share my love with you, if you will be my possia.

This is not to be taken as an offer. Yours faithfully, ROBERT KIRKLAND, 26/40 Kensington High Street, W8, March 3.

## Doubts on GCSE

From Mr Lawrence Norcross

Sir, The rigour we seek from our public examination system is sadly lacking in the reported comments of David Hart, General Secretary of the National Association of Head Teachers (report, February 29).

I am a member of the Hillgate Group, whose sinistral (or devious!) hand Mr Hart suspects of rocking the GCSE boat. My 30 years' involvement in education was entirely in the State sector most of it was spent in comprehensive schools, and I share the widespread concern about several aspects of the new examination as it is being practised.

My personal view (which will not necessarily be shared by the

## Walkers' deaths

From Mr Brian Green

Sir, Your report (March 1) of a record 27 walkers killed on Lake District mountains last year comes as little surprise to many who have been involved in mountain walking.

Last Easter I supervised a group from St Barnabas parish, Dulwich, on a Duke of Edinburgh's gold award expedition to the Lakes, during which the members carried out a survey of walkers they met. They discovered that only half were carrying first-aid kits. A similar number did not know the international distress signal, and a significant number were not carrying any emergency food. Three quarters of those they interviewed proposed walking more than eight miles in the mountains.

The group was itself called upon to raise an alarm over a discovered casualty which later proved to be one of the 27 fatalities recorded. Yours faithfully, BRIAN GREEN, 133 Burbage Road, Dulwich, SE21, March 1.

## That figures...

From Dr Peter Sawyer

Sir, I recently bought an "executive briefcase". The two combination locks each open if the correct three-figure number is dialled. Requiring two easily remembered numbers I used my old school (Pocklington) number and that of my brother.

Yesterday I told my brother this and it turned out that he uses the same numbers on his briefcase! Yours faithfully, PETER SAWYER, Serjeants, 22 Hollow Street, Great Somerford, Chippenham, Wiltshire, March 1.















# THE ARTS 2

The Royal Philharmonic Society, patron of Beethoven, Mendelssohn and Wagner, celebrates its 175th anniversary tomorrow with a concert in the presence of Her Majesty the Queen and Prince Philip. Richard Morrison here looks back over its past achievements and forward to future prospects



The New Argyll Rooms, Regent Street, where the first performance in England of Beethoven's Choral Symphony was given

## Da capo, vivace

Tomorrow the Royal Philharmonic Society notches up another auspicious anniversary. It will be 175 years since the world's second oldest concert organization gave its first concert, on the site of what is now Oxford Circus tube station. Leipzig Gewandhaus concerts are older, by a fair distance; but being second is not bad for a "land without music".

The RPS's present members may find it easier to celebrate the glorious past than to peer into the uncertain future. Yet for an organization which struggled throughout the 19th century to fulfil its marvellously idealistic charter, while existing precariously on rich men's largesse and the fickle fruits of the box office, the financial situation today is relatively secure.

The Society has lost its Arts Council grant, certainly, but it responded by selling its manuscripts of Haydn's "London" Symphonies to the British Library — a canny move, since the BL had most of them on permanent loan anyway. That brought in £600,000, a tidy capital base to fund future projects.

The question is, what projects? Can the RPS now find a role that does not simply imitate the subsidy function of the Arts Council, that prevents its concerts from being swamped among the thousand other orchestral events in London each year, that attracts a younger following, and — most crucially — that is a worthy extension of its pioneering past?

It still plays a part in resuscitating forgotten scores of importance and in commissioning new ones. Next month it will be associated for the first time with a major historical series, when the Hanover Band re-creates four of its fascinating early concerts, under the series title "Beethoven and the Philharmonic".

Its Gold Medals, decided by an arcane voting procedure which can be terminated by a single veto, are still honoured throughout the world (recent

recipients have included Bernstein, Lutoslawski, Segovia and Karajan), even if they inevitably reward veterans for past achievements.

Yet in the Society's 19th-century heyday, it was almost recklessly adventurous. It staked everything on unknown performers, like a 12-year-old violinist called Joachim, or a temperamental young man called Wagner, whose beat could hardly be followed, let alone his music.

It brought to England the most recent masterpieces, and



Louis Spohr: composer, virtuoso violinist, favourite of the Philharmonic and first to conduct with a wooden baton

their composers to conduct them — Mendelssohn, Liszt, Weber, Tchaikovsky, Grieg and Dvorak among them. It raised the sights of British composers from deplorably low horizons.

And, from its first concert in 1813, it lifted playing standards. The *Morning Chronicle* spoke in awe-struck tones of the violins' "simultaneity of sound" — apparently something of a novelty for the period.

The Society swept away the class-bound amateurism of London's orchestral life and put performances under professional control. On the other hand, it ensured that its audiences were stacked with

wealthy connoisseurs. A non-transferable ticket scheme (as the *Morning Chronicle* noted) made it "almost impossible that any objectionable person should gain admittance".

The Society's annals are crowded with colour. Spohr, causing consternation in 1820 by having the audacity to direct with a piece of wood, Wagner, sending the Society an overture based on *Rule Britannia*, and getting the tune wrong (the Society returned it contemptuously); Clara Schumann, ensuring that her husband's cantata *Paradise and the Peri* received an acceptable interpretation by the novel procedure of seating herself between conductor and orchestra; the conductor Michael Costa, so determined to assert supremacy over the players that he abolished the name "leader" as a reference to the principal violinist.

Costa, incidentally, was an effective tyrant on the podium but a poor composer. "The worthy Costa has sent me an orchestral score and a Stilton cheese," wrote Rossini in a letter. "It was a good cheese."

In the 20th century, Beecham's schemes provided the liveliest off-stage excitement. His first attempt to hijack the RPS came in 1916, when the Society badly needed his money and (since the great Germans were temporarily unavailable) his name.

Beecham's conditions were merely that he should be the permanent conductor and Chairman of the Board of Directors; for some reason this was considered undemocratic. He made similar approaches for the next 30 years; the tortuous negotiations helped to spawn three new orchestras (the BBC SO, LPO and RPO — the last a shameful misuse by Beecham of a marketable name), but lost the Society its own.

A single figure, however, stands pre-eminent in the Society's history. One of its first commissions was to an avant-garde composer whose orchestral music was hardly known here.

Beethoven responded with three overtures. Negotiations to bring him to London to conduct foundered on whether the fee should be 300 or 400 guineas, but in the meantime the Society had given its first British performance to almost all his symphonies.

Then, on March 21 1825, came the Philharmonic's performance of a "New Grand Characteristic Sinfonia with Vocal Finale". The programme noted that the Choral Symphony had been "composed expressly for this Society", though in fact Beethoven had played a naughty trick, sending London a score inscribed "Written for the Philharmonic Society in London", while preparing a separate manuscript, dedicated to the King of Prussia, for Viennese consumption.

To its eternal credit, the Society subsequently gave Beethoven a further £100 to pay for material needs in his last days. That act of generosity proved to be a wise investment. Because of it, the famous Scherzer bust was donated to the Society in 1870; its replica still presides over every RPS concert.

Much of what is now regarded as typical of the London orchestral scene has roots in RPS history. As early as the 1820s the Directors were requesting that "every gentleman in the orchestra will consider himself bound by his engagement to remain for the whole of every concert and rehearsal" — even then, it seems, the lure of session work was strong! In the 1870s the struggle began to provide two rehearsals for every concert.

And the great dilemma throughout the Society's existence — of how to commission new music that is (inevitably) ahead of public taste, yet still attract audiences — is essentially the same today as in 1825 when Londoners were wondering what to make of a symphony with a choral ending.

## Without irony

### OPERA

#### Eugene Onegin Covent Garden

Perhaps it was a little rash of the Opera House to bring back Eugene Onegin while memories of the Kirov's performance of Tchaikovsky's opera last summer are so fresh in the mind. Yuri Temirkanov's team, on stage and in the pit, played it as an impassioned lyrical tragedy, where hopes and ideals were crushed. It was a very Leningradian — or rather Petersburgian — interpretation, right down to the view of the Paul's church spire through the window of Princess Gremin's room.

The Royal Opera's Onegin is a much cooler affair. More Pushkin-like, perhaps, except that it lacks Pushkin's ironic detachment. The production dates back to 1971, although it is now some years since Sir Peter Hall's name was on it.

Julia Trevelyan Oman's sets have lasted pretty well, although they seem to take an unconscionable time to move very little between scenes and appropriate dramatic penalties are paid. They look at their best in the chill, pillared expanses of the Petersburg ballroom.

For this revival, in which practically everyone is new, Covent Garden have taken three of the principals of La Scala's Onegin of a couple of summers back, staged by the film director, Andrei Konchalovsky: the husband/wife team of Mirella Freni and Nicolai Ghiaurov as Tatyana and Gremin, plus Peter Dvorsky as Lensky.

Freni is a phenomenon. Here she is, talking to the press happily about her grandchildren, and yet playing little girls who love not wisely but too well. First there was the discovery of Manon Lescaut, now Tatyana. The soprano is sumptuously full for the Letter Scene, and if Freni misses the almost adolescent fantasizing



Impulsive poet contrasts with dull businessman: Peter Dvorsky (left) and Wolfgang Brendel

that goes on in Tatyana's mind that night, she makes up for it with the look of horror on the face when the fatal letter has been dispatched. It may be a bit more Desdemona than Tatyana, but earlier, Freni's little skittering runs across the stage at Onegin's arrival were pure girlhood. She was also exceptionally fine in the last scene, where Tatyana, now Princess Gremin, renounces her infatuation for ever.

Peter Dvorsky's robust Lensky — no pale young poet, he — is equally distinguished vocally. His macho black beard may make him look the same (at least from the neck up) whether he plays Cavaradossi, The Prince in *Rusalka*, or Lensky. But his truly based tenor is well suited to Tchaikovsky. It has none of the plangency of the Kirov's Yuri Marusin and the top was

used cautiously in Lensky's farewell to his golden days, but he conveys all the poet's impulsiveness, and his handling and phrasing of the Russian text was beyond reproach — by far the best on stage.

Wolfgang Brendel's Onegin is disappointingly dull. The baritone is sturdy enough, but this Onegin looks more like a prosperous Victorian businessman than a star of the Petersburg salon, who has dropped down to the country for a few days to see how simpler folk live and is not averse to turning a few heads in the process. Brendel misses both the irony of Onegin and his essential solitariness.

The audience gave Nicolai Ghiaurov a hero's return: in truth, there is little now left at the top of the voice, but his Gremin was courteously grave. The supporting roles

were variably sung. Jean Rigby offered a nicely gauche Olga; Elizabeth Bainbridge turned Filippovna into a totally authentic *nyanya*; John Dobson's Monsieur Triquet was weak — it may be one of the opera's few jokes that Triquet's Russian is awful, but at least he should be able to handle French.

Mark Ermler, conducting the opera for the first time at Covent Garden, is an old Onegin hand: he recorded it in Russia a decade ago and shortly after made his British opera debut with it, for the WNO in Andrei Serban's memorable staging. Experience showed in the smooth running of everything orchestrally and especially in the big dance numbers. But the playing lacked the Temirkanov passion.

John Higgins



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Costume Designer  
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### OPERA

#### La Jolie Fille de Perth Guildhall School

Bizet's *Jolie Fille* is unlikely ever to come out of the wings and make it centre-stage in the repertoire; but the Guildhall School of Music Drama are making a typically enterprising case for *Carmen*'s predecessor as light entertainment, in their flamboyantly tartan production, the first of the complete score since Bizet's death.

Anthony Beech wisely decides to make it *doctus* rather than *Scottish*: the lively stream of arias, ensembles, and Bizet's own witty recitative are sung in excellent French; Peter Rice's meticulously baronial design and costumes suspend the opera's world nicely between the Champs-Élysées and the Royal Mile.

It is a world of Lupericalian flirtation, intrigue and disguise which finds resolution on St Valentine's Day; and the Guildhall has assembled an ardent enough cast of young lovers. Gunnor Nilsson as Mab, queen of the gypsies, and Peter Snipp's Duke of Rothsay, a real lord of misrule, dominate the proceedings with memorable mezzo and baritone profiles.

Tae Woong Han, a bass whose commitment and resonance should alert the ears of casting directors, makes the very most of the poor apprentice, Ralph. I have seldom heard the orchestra play so well: Howard Williams conducts three more performances, with alternating casts.

H.F.







Conomy

an attack  
divisive  
on reforms

Crossword  
finalist's  
second win

الاحد

# TELEVISION AND RADIO

Compiled by Peter Davalle  
and Jane Rackham

## BBC1

- 6.00 Ceefax.  
6.35 Blondes and Redheads (b/w).  
6.55 Weather.  
7.00 Breakfast Time includes national and international news at 7.00, 7.30, 8.00 and 8.30; regional news and travel reports at 7.15, 7.45 and 8.15; weather at 7.25, 7.55, 8.25 and 8.55.  
9.00 News and weather followed by Open Air. Eamon Holmes receives viewers' comments on yesterday's television output.  
9.20 Kilroy. Robert Kilroy-Silk chairs a discussion on the Zebrugge Disaster Fund - can any payments ease the pain and suffering?  
10.00 News. The Flintstones. Stone-age cartoon (r).  
10.25 Children's BBC. Andy Crane with programme news and birthday greetings, followed by Play School, and The Wombles (r).  
10.55 Five to Eleven with Martin Manchester. 11.00 News and weather, followed by Open Air.  
12.00 News. Daytime Live. Today's edition in the magazine series includes a preview of the ideal Home Exhibition and the latest chart news.  
12.55 Regional News and weather.  
1.00 One O'Clock News with Michael Buerk. Weather.  
1.30 Neighbours. Drama and intrigue in Ramsay Street about Paul Robinson's dastardly plot.  
1.50 Going for Gold. Henry Gold hosts the European quiz show.  
2.15 Inside. Raymond Burr stars as the wheelchair detective who refuses to believe the court's evidence that a woman has murdered her philandering husband (r).  
3.00 Best of British. Celebration of classic cinema debuts from the Forties and Fifties includes film clips featuring Margaret Lockwood and Jean Simmons. John Mills narrates (r).  
3.25 Watchdog. John Stapleton and Lynn Faulds Wood investigate consumer's complaints.  
3.50 Bananaman (r). 4.00 The Antics Roadshow. 4.15 Laurel and Hardy. 4.20 Nicobobbinus. 4.30 Droids. (Ceefax).  
4.55 Newsround with Helen Follason and Roger Finn.  
5.05 Blue Peter.  
5.35 Neighbours (r).  
6.00 Six O'Clock News.  
6.35 London Plus.  
7.00 Wogan - with Sue Lawley.  
7.40 Watchdog (r).  
8.05 The Golden Oldie Picture Show. Dave Lee Travis introduces hit records such as Eric Clapton's "I Shot the Sheriff" and Mary Wells' "Jagaboo" with film images to match them.  
8.30 You Must Be The Husband. Tim Brooke-Taylor and Diane Keen in the second episode of the comedy series about a husband and his best-selling authoress wife (Ceefax).  
9.00 Nine O'Clock News with Martyn Lewis and Philip Hayton, followed by regional news and weather.  
9.30 Panorama. John Ware reports on the battle between Vice President George Bush and Senator Bob Dole for Republican Presidential nomination.  
10.10 Telling Pictures. Barry Norman examines the decline of Hollywood from its heyday in 1945 when the studios were all-powerful and looks at some of the novel attempts to woo the audience back including 3-D and Smell-O-Vision (Ceefax).  
11.00 Business Matters. In the first of two programmes David Lomax investigates industrial decline by examining attempts to revive a derelict textile mill in Bradford with a similar mill in Massachusetts, USA.  
11.25 Minstrel of the Dawn. Songs from Mary O'Hara and Instant Sunshine from Castleward in Northern Ireland.  
11.55 Weather, closedown.

## BBC2

- 6.55 Open University. Ends 7.20am.  
9.15 Daytime on Two.  
1.20 Pigeon Street (r).  
2.00 News and weather, followed by Words and Pictures (r).  
2.15 Songs of Praise. 1988 Festival of new hymns (Ceefax).  
2.50 Children Talking. School children in 1985 tell Gerald Harrison what they think about love and marriage (r).  
3.00 News. World Bowls. Continuing coverage of the Embassy World Indoor Bowls Championship from Alexandra Palace, Ireland's Jim Barker versus New Zealand's Danny O'Connor.  
3.50 News and weather, regional news and weather.  
4.00 Advice Shop examines the possibilities for women who want to return to their old jobs or train for a new one.  
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5.30 Tomorrow's World (r).  
6.00 World Bowls. Willie Wood versus Eric Sanders.  
6.50 Films: The news about Young Corps mechanic (Bill Williams) and a department store clerk (Laraine Day) are in love until Hank (Robert Young) arrives on the scene. Directed by Lewis Allen.  
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9.30 Monty Python's Flying Circus. Shepherd and Bruce Wills (r).  
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10.50 Newsnight. Charles Wheeler talks to Jesse Jackson about his presidential hopes.  
11.35 Weatherview.  
11.40 World Bowls. John Price versus Stan Coomber.  
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11.55 Weather, closedown.

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## ITV/LONDON

- 6.00 TV-am begins with cartoons and a comedy series with news at 7.00, 7.30 and 8.00, followed by Good Morning Britain presented by Anne Diamond and Mike Morris. With TV highlights from Jimmy Savages. After Nine includes a feature on preparing for child birth.  
9.25 Thames News.  
9.30 Give Us a Clue. Michael Parkinson chairs the perform game with celebrities. Includes Faith Brown, Michael Elphick, Gareth Hunt, Jilly Johnson, Jennie Lind and Bernie Winters.  
10.00 Santa Barbara.  
10.25 ITN News Headlines.  
10.30 The Time. The Plink. Mike Scott chairs a discussion on a topical subject.  
11.10 Let's Pretend. 11.25 Thames News Headlines.  
11.30 Misses Stopped Health & Beauty Show. How to disguise figure faults.  
12.00 The Sullivan. Family drama from down in the East End.  
12.30 ITN News. 12.50 Thames News.  
1.00 What's My Line? Odd questions put to game host by Penelope Keith.  
1.30 Film: Be My Guest (1964, b/w). Sixties teenage romp starring David Hemmings. With Norman Macdonald as the Nashville Teens. The Zepphrys and Jerry Lee Lewis.  
1.30 Who Believes in Christmas? Second in the series examines whether churches are necessary for the smooth-running of a suburban community.  
3.25 Thames News Headlines.  
3.30 The Young Doctors.  
4.00 Children's TV. Christmas series based on the feature film.  
4.45 News at Twelve. Part three of the comedy drama series.  
5.15 Connections. Lateral thinking and general knowledge quiz game presented by Sue Robble.  
5.45 ITN News.  
6.00 Thames News.  
6.25 Help reports on Millwall Football Club's scheme to promote football as family entertainment in local schools.  
6.35 Crossroads.  
7.00 Wish You Were Here? reports on inexpensive ways of visiting the French countryside; seaside holidays with celebrities and a disabled person's view of Gatwick Airport's new passenger terminal (Oracle).  
7.30 Coronation Street (Oracle).  
8.00 Asby Capps. Keith Waterhouse's comedy with James Bolam and Paula Tibbott.  
8.30 World in Action examines the plight of the homeless drunk through the stories of three artists: a retired labourer, a former miner and a businessman.  
9.00 Bookie. When an old friend runs up a large gambling debt, Danny tries to help (Oracle).  
10.00 News at Ten. 10.30 Thames News.  
10.35 Fashion '88. Jeff Banks introduces the finals of Europe's biggest student fashion competition. With music from The Jerrys.  
11.35 News at Eleven. Highlights of the final day's play in the Third Test between New Zealand and England.  
1.00 ITN News. Vintage American series with Robert and Bill Cosby.  
1.00 ITN News Headlines. Film: Nana (1934, b/w). Based on Emile Zola's novel about a pre-Franco-Prussian war prostitute who becomes a famous stage artist. Directed by Dorothy Arzner.  
3.40 The Twilight Zone.  
4.00 ITN News Headlines. Taxi. American comedy series about a cab company.  
4.30 That's Hollywood features Rodgers and Hammerstein.  
5.00 News.

## CHANNEL 4

- 9.30 Schools.  
12.00 Business Daily.  
12.30 Just 4 Fun.  
1.00 Open Exchange. Reports and information from and for Open College students.  
2.00 The Late Late Show. Gay Byrne with David Byrne. Last in the series of film essays narrated by Sean Phillips featuring the Bergamaster to the Queen, a Norfolk fisherman and a Puritan lord.  
3.00 The West of the Imagination. New series (see Choice).  
4.00 Mavis on 4. The difficulties experienced when an adopted child decides to find out more about her adoption and attempt to come to terms with her situation.  
4.30 Fifteen to One. Fast moving comedy series (Ceefax).  
5.00 The Muppet Show. Series American comedy series.  
5.30 The Beverly Hillsbillies (b/w). Vintage American comedy about the newly-rich hillbillies.  
6.00 Low Tech. Short-outs to making a simple bed (r).  
6.30 Promises and Picnics. Stuart Macrae, editor of The Times Educational Supplement, examines how the 1944 Education Act's promises have been kept or broken (Oracle) (r).  
7.00 Channel 4 News.  
7.50 Comment, weather.  
8.00 Brookside. Bobby has to break the news about Debbie's miscarriage to Sheila.  
8.30 Kate and Allie. American sitcom about two divorces facing single parenthood together.  
9.00 A Prospect of Rivers. Last in the series of film essays narrated by Sean Phillips featuring the Bergamaster to the Queen, a Norfolk fisherman and a Puritan lord.  
10.00 Hill Street Blues. Drama and tragedy in the city (Oracle).  
11.00 Film: Rocknrolla (1988). General exploration of British society and politics starring John Hurt as a romantic dreamer forced to face reality. With Ian Dury and Maureen Douglis. Directed and written by Arno Guedes. Gustav Guedes and Eduardo Guedes.  
12.45 Film: Burning an Illusion (1981). Story of a British-born young black woman's political awakening. With Chris McFarlane and Victor Romero Evans. Directed by Menelik Shabazz.

## TVS

- As London except 12.00-12.30pm. 12.30-1.00pm. 1.00-1.30pm. 1.30-2.00pm. 2.00-2.30pm. 2.30-3.00pm. 3.00-3.30pm. 3.30-4.00pm. 4.00-4.30pm. 4.30-5.00pm. 5.00-5.30pm. 5.30-6.00pm. 6.00-6.30pm. 6.30-7.00pm. 7.00-7.30pm. 7.30-8.00pm. 8.00-8.30pm. 8.30-9.00pm. 9.00-9.30pm. 9.30-10.00pm. 10.00-10.30pm. 10.30-11.00pm. 11.00-11.30pm. 11.30-12.00pm. 12.00-12.30pm. 12.30-1.00pm. 1.00-1.30pm. 1.30-2.00pm. 2.00-2.30pm. 2.30-3.00pm. 3.00-3.30pm. 3.30-4.00pm. 4.00-4.30pm. 4.30-5.00pm. 5.00-5.30pm. 5.30-6.00pm. 6.00-6.30pm. 6.30-7.00pm. 7.00-7.30pm. 7.30-8.00pm. 8.00-8.30pm. 8.30-9.00pm. 9.00-9.30pm. 9.30-10.00pm. 10.00-10.30pm. 10.30-11.00pm. 11.00-11.30pm. 11.30-12.00pm. 12.00-12.30pm. 12.30-1.00pm. 1.00-1.30pm. 1.30-2.00pm. 2.00-2.30pm. 2.30-3.00pm. 3.00-3.30pm. 3.30-4.00pm. 4.00-4.30pm. 4.30-5.00pm. 5.00-5.30pm. 5.30-6.00pm. 6.00-6.30pm. 6.30-7.00pm. 7.00-7.30pm. 7.30-8.00pm. 8.00-8.30pm. 8.30-9.00pm. 9.00-9.30pm. 9.30-10.00pm. 10.00-10.30pm. 10.30-11.00pm. 11.00-11.30pm. 11.30-12.00pm. 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# Zeebrugge mourners are urged to forgive



A wreath is cast into the sea at the service off Zeebrugge on board the Baltic Ferry.

From David Sapsted, Zeebrugge and Andrew Morgan, Dover

Survivors and grieving families were warned at a memorial service yesterday that unresolved feelings about the sinking of the Herald of Free Enterprise a year ago stood to poison their lives.

In an emotional service aboard another ferry moored at the exact spot where the Herald capsized just outside the Belgian port of Zeebrugge, more than 250 mourners were urged to make the anniversary a new beginning.

The Reverend Peter Bowers, of St Peter and St Paul Church, Dover told them: "You may feel anger, bitterness, resentment and even, perhaps guilt."

"If it is not possible now, I urge you in the months and years to come to forgive, otherwise these feelings will poison your lives."

"It does not mean we forget those we have loved, in fact it is from that memory we build a new future."

Moments later, the first of more than 100 floral tributes and wreaths were cast from the upper car deck of the Baltic Ferry on to the spot where 193 passengers and crew lost their lives last year.

Men, women and children wept openly and others were so distraught they had to be

taken away for treatment by a medical team.

The tributes dropped into the water ranged from a single red rose offered by a boy aged two to a ship's wheel in flowers from fellow ferry crew members.

Another card on a wreath read: "To my darling Paul. The missing and the hurting."

Miss Kerry Duggan, aged 19, who lost her mother and stepfather in the ferry tragedy, was married on Saturday, the eve of the disaster anniversary, at the Register Office in Ilkerton, Derbyshire. "We didn't fix it to coincide with the anniversary of the tragedy," she said. "It is something I desperately want to forget."

will always be there. I feel your love and your presence always. Love you, Debbie."

It took more than 20 minutes for all the flowers to be scattered from the open-sided car deck, the last being laid by Mr Peter Ford, chairman of P&O European Ferries, the successor company to Townsend Thoresen.

In the biting south-west wind and under mournful skies, police launched a half mile exclusion zone around the ferry.

Her car deck had been transformed into a cavernous church for the occasion, the flowers set out beneath a large red ensign and the multi-denominational service being conducted from a raised dais at one end.

Mr Bowers' address was preceded by prayers by Major Stanley O'zanne, of the Salvation Army, and lessons read by Father Joe Doetsch.

The mourners were flown from RAF Manston in Kent to Ostende in three Boeing 737s chartered by P&O. Original plans to take them on a ferry from Dover to Zeebrugge for the service had to be scrapped because of a strike by seamen at the British port.

Earlier in the day, prayers had been offered at masses throughout the area for those who died.

In the afternoon, about 700 people, largely survivors and relatives and friends of the victims, gathered in Dover for a service of dedication of the Herald memorial window in the parish church of St Mary.

Among the congregation was Captain David Lewry, the former master of the Herald of Free Enterprise, who arrived in civilian clothes with his wife, Patricia.



Mr Andrew Parker and his family lighting candles in a Dover church during a memorial service (Photograph: Chris Harris)

## Kremlin protest on Iran attack

From Christopher Walker, Moscow

Soviet-Iranian relations suffered a serious blow yesterday when the Soviet Foreign Ministry issued a strongly worded protest after a mass assault on the Soviet Embassy in Tehran which it claimed had threatened the lives of staff.

Tass said that rioting Iranians had attacked the embassy using stones and incendiary devices and that a similar attack had been staged against its consulate in Isfahan.

The Soviet agency said that the violence had been preceded by "instigatory" reports in the Iranian press blaming Moscow for supplying the weaponry used in the wave of Iraqi missile attacks on Iran. The charges have been denied by the Kremlin.

According to the Iranian news agency, IRNA, the demonstrators "displayed shrapnel of a Soviet-made surface-to-surface missile which hit a residential area in Iran". It said that several students climbed the walls of the embassy compound despite a police guard.

The seriousness of the development was seen in the strong wording of the official protest handed here yesterday to Mr Majid Ghaheirani, the Iranian Charge d'Affaires.

"This situation is causing serious concern among the Soviet leadership," Tass said. "We consider the events at the wall of the Soviet Embassy absolutely inadmissible."

The crisis in Soviet-Iranian relations has come at a time when the Kremlin was looking for Iranian assistance in securing a settlement to the Afghan War and when it is faced with severe ethnic violence in a republic which shares a 740-mile border with Iran.

Soviet-Iranian relations have been gradually improving over the past year and Moscow has been accused of dragging its feet on imposing an arms embargo on Iran under the terms of a UN Security Council resolution.

● BAGHDAD: An Iraqi military spokesman said here that Iraq had launched five missiles at Tehran yesterday and that Iraqi jets had bombed targets in 12 other Iranian towns and cities (Reuters reports). He said the raids had caused widespread destruction but gave no details.

## Secret hoard of Pharaoh's treasure discovered in castle

Continued from page 1

the sixth Earl, son of the man who opened Tutankhamun's tomb, never again to speak of ancient Egypt.

Lord Carnarvon said that his father had never wanted to talk about Egypt at all. "The names or servants would say he was frightened of the curse of the Pharaohs, but the truth was he felt he was entitled to whatever my grandfather should have got from the Egyptian government."

The legend of the Curse of Tutankhamun began when the fifth Earl died a few months after he entered the tomb. His

death was actually caused by blood poisoning when he infected a mosquito bite while shaving. At the moment of his death, all the lights in Cairo inexplicably failed. And in the ensuing months and years a number of people connected with the Carnarvon family or the tomb died, some in bizarre circumstances.

Everyone at Highclere thought the family connection with Egypt had been severed in 1924 after the family lost a court case against the Egyptian government claiming ownership of half the Tutankhamun find. Soon after-

wards, Almina, Countess of Carnarvon, the fifth Earl's widow, sold his known collection of antiquities to the Metropolitan Museum in New York.

That appeared to be the end of a saga that had begun in 1903, when the fifth Earl first took an interest in Egyptology. He had been ordered to spend his winters abroad following a motor racing accident. He chose Egypt.

In 1907 he employed Howard Carter to work on non-royal tombs at Thebes. From those excavations and from buying on world markets,

Carnarvon assembled one of the great private collections of antiquities. In 1914, Carnarvon and Carter finally got a licence to excavate in the Valley of the Kings, burial ground of the Pharaohs.

It was not until 1922 that Carter found what he had been looking for - the tomb of Tutankhamun, who had died in 1325 BC. After the fifth Earl's death in Egypt, his son, the sixth Earl, took the Egyptian government to court for half the riches. This share-out had been normal practice, but in the case of Tutankhamun's tomb the court backed Egypt.

The sixth Earl returned to England furious: at Highclere, all talk of Egypt and its treasures was forbidden.

Then came the recent inventory. It was a mammoth task: Highclere is a vast house and not even the present Earl is sure exactly how many rooms it has. Mr Taylor had come across the secret cupboards some years before. He saw that they contained antiquities and, assuming the family were aware of them, resealed the cupboards.

After the first discovery, more antiquities were found over a period of eight months,

many in rooms long unused.

"We were extremely nervous about discussing it with anyone," the present Earl says. "It wasn't easy because at the time we had an American film crew here."

This summer, the public will be able to see the latest treasures when Highclere opens to the public with a room set aside for the antiquities now revealed.

In the meantime, 66 years after it brought the story of Tutankhamun's tomb to public notice, *The Times* is able this week to serialize a final, astonishing chapter.

## Anti-Chinese rioting erupts in Tibet capital

Continued from page 1

were watching the ceremony, the witnesses said.

Lhasa was then cut off from the outside world, telephone and tele links being closed by the authorities 30 minutes after the start of the demonstration, according to local employees.

The lamas then moved around the temple stirring up the crowd of about 25,000 pilgrims.

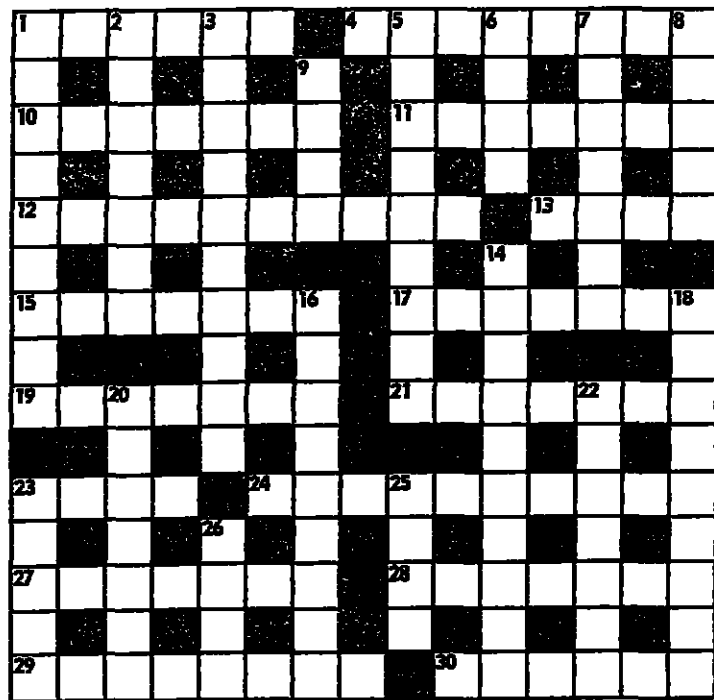
About 50 policemen, who appeared bewildered, fell back

under a barrage of stones, as thousands of people sided with the young monks.

The *People's Daily* said protesters had attacked a police station and the Tibetan branch of the Buddhist Association, beating up police on duty and burning vehicles.

The New China News Agency, its report of the protest, said that the situation was soon brought under control but did not say whether there had been any injuries or arrests.

### THE TIMES CROSSWORD PUZZLE NO 17,610



#### ACROSS

- 1 It denotes the rank of some military band (6).
- 4 A graduate cut yet poised (8).
- 10 It's quite true about weapons changing (7).
- 11 Sporting individuals who never look where they're going (7).
- 12 Assembly, part male in composition (10).
- 13 Germanic invader well-known for sackings (4).
- 15 Service book number (7).
- 17 Beg leaderless men to negotiate (7).
- 19 Woolly-minded joiner? (7).
- 21 Great hotel in a European city (7).
- 23 A slap on the wrist? (4).
- 24 "All that is human must if it does not advance" (Gibbon) (10).
- 27 Belgian broadcast in a foreign language (7).
- 28 Copper is at home with Oriental cookery (7).
- 29 Readiness to allow a little credit among non-professional people (8).
- 30 Game put in nets maybe (6).

#### DOWN

- 1 Discard reserve cuttings? (5-4).
- 2 Greatly honoured, though always getting into debt (7).
- 3 Eager to hand one over with a note (10).
- 5 Sadly mend a torn decoration (9).
- 6 The vibes of gunmen after gold (4).
- 7 Appear to include set work out (7).
- 8 In a small garden seedlings have to be close-planted (5).
- 9 Apprentice breaking open river shellfish (4).
- 14 A prison-camp child growing up (10).
- 16 The criminal's alternative isn't clear (9).
- 18 There's some strain when the head gets under ten points (9).
- 20 The princess's baby with a following (7).
- 22 Object over a pin-up that's not British (7).
- 23 Snake and swan painter (5).
- 25 Course for an ethnic group (4).
- 26 Piano music - a duet (4).

Concise crossword, page 11

### WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

By Philip Howard

#### DACTYLION

- a. A piano exercise
- a. A metre of three syllables
- a. Webbed toes

#### LOGOGRAPH

- a. The Sphinx
- a. Temporary aphasia
- a. A word puzzle

#### LOBSTERSCOPE

- a. Scuba diving equipment
- a. Crustaceans's carapace
- a. A theatrical effect

#### BIGNONIA

- a. Swollen parietal lobes
- a. A flower
- a. Mutton-stew

Answers on page 18, column 1

The solution of Saturday's Prize Puzzle No 17,609 will appear next Saturday

### WEATHER

Northern Ireland and western Scotland will have a cloudy, rainy day, with dry weather later. Eastern Scotland and England will start mainly dry, with rain later. The northern isles will be cloudy. Southwest England and Wales will have a cloudy day with rain and drizzle. Western England will start cloudy and dry, but rain will move east during the morning. Mild. Outlook: Mainly cloudy.

#### ABROAD

Midday	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th	13th	14th	15th	16th	17th	18th	19th	20th	21st	22nd	23rd	24th	25th	26th	27th	28th	29th	30th	31st	
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Algeria	14	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
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# TELEVISION AND RADIO

Compiled by Peter Davalle  
and Jane Rackham

## BBC1

- 6.00 Ceefax.  
6.35 Blondes and Redheads (b/w).  
6.55 Weather.  
7.00 Breakfast Time includes national and international news at 7.00, 7.30, 8.00 and 8.30; regional news and travel reports at 7.15, 7.45 and 8.15; weather at 7.25, 7.55, 8.25 and 8.55.  
9.00 News and weather followed by Open Air. Eamon Holmes receives viewers' comments on yesterday's television output.  
9.20 Kilroy. Robert Kilroy-Silk chairs a discussion on the Zebrugge Disaster Fund - can any payments ease the pain and suffering?  
10.00 News. The Flintstones. Stone-age cartoon (r).  
10.25 Children's BBC. Andy Crane with programme news and birthday greetings, followed by Play School, and The Wombles (r).  
10.55 Five to Eleven with Martin Manchester. 11.00 News and weather, followed by Open Air.  
12.00 News. Daytime Live. Today's edition in the magazine series includes a preview of the ideal Home Exhibition and the latest chart news.  
12.55 Regional News and weather.  
1.00 One O'Clock News with Michael Buerk. Weather.  
1.30 Neighbours. Drama and intrigue in Ramsay Street about Paul Robinson's dastardly plot.  
1.50 Going for Gold. Henry Gold hosts the European quiz show.  
2.15 Inside. Raymond Burr stars as the wheelchair detective who refuses to believe the court's evidence that a woman has murdered her philandering husband (r).  
3.00 Best of British. Celebration of classic cinema debuts from the Forties and Fifties includes film clips featuring Margaret Lockwood and Jean Simmons. John Mills narrates (r).  
3.25 Watchdog. John Stapleton and Lynn Faulds Wood

- investigate consumer's complaints.  
3.50 Bananaman (r). 4.00 The Antics Roadshow. 4.15 Laurel and Hardy. 4.20 Nicobobbinus. 4.30 Droids. (Ceefax).  
4.55 Newsround with Helen Follinson and Roger Finn.  
5.05 Blue Peter.  
5.35 Neighbours (r).  
6.00 Six O'Clock News.  
6.35 London Plus.  
7.00 Wogan - with Sue Lawley.  
7.40 Watchdog (r).  
8.05 The Golden Oldie Picture Show. Dave Lee Travis introduces hit records such as Eric Clapton's "I Shot the Sheriff" and Mary Wells' "Jagaboo" with film images to match them.  
8.30 You Must Be The Husband. Tim Brooke-Taylor and Diane Keen in the second episode of the comedy series about a husband and his best-selling authoress wife (Ceefax).  
9.00 Nine O'Clock News with Martyn Lewis and Philip Hayton, followed by regional news and weather.  
9.30 Panorama. John Ware reports on the battle between Vice President George Bush and Senator Bob Dole for Republican Presidential nomination.  
10.10 Telling Pictures. Barry Norman examines the decline of Hollywood from its heyday in 1945 when the studios were all-powerful and looks at some of the novel attempts to woo the audience back including 3-D and Smell-O-Vision (Ceefax).  
11.00 Business Matters. In the first of two programmes David Lomax investigates industrial decline by examining attempts to revive a derelict textile mill in Bradford with a similar mill in Massachusetts, USA.  
11.25 Minstrel of the Dawn. Songs from Mary O'Hara and Instant Sunshine from Castleward in Northern Ireland.  
11.55 Weather, closedown.

## BBC2

- 6.55 Open University. Ends 7.20am.  
9.15 Daytime on Two.  
1.20 Pigeon Street (r).  
2.00 News and weather, followed by Words and Pictures (r).  
2.15 Songs of Praise. 1988 Festival of new hymns (Ceefax).  
2.50 Children Talking. School children in 1988 tell Gerald Harrison what they think about love and marriage (r).  
3.00 News. World Bowls. Continuing coverage of the Embassy World Indoor Bowls Championship from Alexandra Palace, Ireland's Jim Barker versus New Zealand's Danny O'Connor.  
3.50 News and weather, regional news and weather.  
4.00 Advice Shop examines the possibilities for women who want to return to their old jobs or train for a new one.  
4.30 Noticeboard. TV and radio news presented by Rob Curling.  
4.35 World Bowls. Coverage of the contest between two young Scottish players: Hugh Duff and Noel Kennedy.  
5.30 Tomorrow's World (r).

- 6.00 World Bowls. Willie Wood versus Eric Sanders.  
6.50 Films: The news about Young Corps mechanic (Bill Williams) and a department store clerk (Laraine Day) are in love until Hank (Robert Young) arrives on the scene. Directed by Lewis Allen.  
8.10 Horizon. First of two programmes about Exercise Purple Warrior, a military exercise to rescue and evacuate threatened British nationals from a fictitious republic (Ceefax).  
9.00 Red Dwarf. Science fiction comedy series (Ceefax).  
9.30 Monty Python's Flying Circus. Shepherd and Bruce Wills (r).  
10.15 Indelible Evidence. Ludovic Kennedy with another murder investigation featuring the officers who originally solved it.  
10.50 Newsnight. Charles Wheeler talks to Jesse Jackson about his presidential hopes.  
11.35 Weatherview.  
11.40 World Bowls. John Price versus Stan Coomber.  
12.10 Open University. Ends 12.40am.

- BBC1 WALES:** 5.35pm-6.00pm Wales Today. 7.00pm-7.30pm Wales Today. 11.55pm-12.00am Welsh Rugby Special (Welsh Rugby Special).  
**BBC2 WALES:** 5.35pm-6.00pm Wales Today. 7.00pm-7.30pm Wales Today. 11.55pm-12.00am Welsh Rugby Special (Welsh Rugby Special).  
**ANGLIA:** 5.35pm-6.00pm Anglia Today. 7.00pm-7.30pm Anglia Today. 11.55pm-12.00am Anglia Today.  
**BORDER:** 5.35pm-6.00pm Border Today. 7.00pm-7.30pm Border Today. 11.55pm-12.00am Border Today.  
**CENTRAL:** 5.35pm-6.00pm Central Today. 7.00pm-7.30pm Central Today. 11.55pm-12.00am Central Today.

## ITV/LONDON

- 6.00 TV-am begins with cartoons and a comedy series with news at 7.00, 7.30 and 8.00, followed by Good Morning Britain presented by Anne Diamond and Mike Morris. With TV highlights from Jimmy Saville. After Nine includes a feature on preparing for child birth.  
9.25 Thames News.  
9.30 Give Us a Clue. Michael Parkinson chairs the perform game with celebrities. Includes Faith Brown, Michael Elphick, Gareth Hunt, Jilly Johnson, Jennie Lind and Bernie Winters.  
10.00 Santa Barbara.  
10.25 ITN News Headlines.  
10.30 The Time. The Plink. Mike Scott chairs a discussion on a topical subject.  
11.10 Let's Pretend. 11.25 Thames News.  
11.30 The News. 11.35 Thames News.  
11.40 The News. 11.45 Thames News.  
12.00 The News. 12.05 Thames News.  
1.00 What's My Line? Odd questions put to game host by Penelope Keith.  
1.30 Film: Be My Guest (1964, b/w). Sixties teenage romp starring David Hemmings. With Norman Macdonald as the Nashville Teens. The Zepphris and Jerry Lee Lewis.  
1.30 Who Believes in Christmas? Second in the series examines whether churches are necessary for the smooth-running of a suburban community.  
3.25 Thames News Headlines.  
3.30 The Young Doctors.  
4.00 Children's TV. Christmas series based on the feature film.  
4.45 News at Twelve. Part three of the comedy drama series.

- 9.30 Schools.  
12.00 Business Daily.  
1.00 Open Exchange. Reports and information from and for Open College students.  
2.00 The Late Late Show. Gay Byrne with David Byrne. Last in the series of film essays narrated by Sean Phillips features the Bergamaster to the Queen, a Norfolk fisherman and a Puritan lord.  
4.00 Mavis on 4. The difficulties experienced when an adopted child decides to find out more about her adoption and attempt to come to terms with her situation.  
4.30 Fifteen to One. Fast moving comedy series (Ceefax).  
5.00 The Muppet Show. Series American comedy series.  
5.30 The Beverly Hillsbillies (b/w). Vintage American comedy about the newly-rich hillbillies.  
6.00 Low Tech. Short-outs to making a simple bed (r).  
6.30 Promises and Picnics. Stuart Macrae, editor of The Times Educational Supplement, examines how the 1944 Education Act's promises have been kept or broken (Oracle) (r).  
7.00 Channel 4 News.

- TVS:** As London except 12.00-1.00pm. 1.00pm-1.30pm. 1.30pm-2.00pm. 2.00pm-2.30pm. 2.30pm-3.00pm. 3.00pm-3.30pm. 3.30pm-4.00pm. 4.00pm-4.30pm. 4.30pm-5.00pm. 5.00pm-5.30pm. 5.30pm-6.00pm. 6.00pm-6.30pm. 6.30pm-7.00pm. 7.00pm-7.30pm. 7.30pm-8.00pm. 8.00pm-8.30pm. 8.30pm-9.00pm. 9.00pm-9.30pm. 9.30pm-10.00pm. 10.00pm-10.30pm. 10.30pm-11.00pm. 11.00pm-11.30pm. 11.30pm-12.00pm. 12.00pm-12.30pm. 12.30pm-1.00pm. 1.00pm-1.30pm. 1.30pm-2.00pm. 2.00pm-2.30pm. 2.30pm-3.00pm. 3.00pm-3.30pm. 3.30pm-4.00pm. 4.00pm-4.30pm. 4.30pm-5.00pm. 5.00pm-5.30pm. 5.30pm-6.00pm. 6.00pm-6.30pm. 6.30pm-7.00pm. 7.00pm-7.30pm. 7.30pm-8.00pm. 8.00pm-8.30pm. 8.30pm-9.00pm. 9.00pm-9.30pm. 9.30pm-10.00pm. 10.00pm-10.30pm. 10.30pm-11.00pm. 11.00pm-11.30pm. 11.30pm-12.00pm. 12.00pm-12.30pm. 12.30pm-1.00pm. 1.00pm-1.30pm. 1.30pm-2.00pm. 2.00pm-2.30pm. 2.30pm-3.00pm. 3.00pm-3.30pm. 3.30pm-4.00pm. 4.00pm-4.30pm. 4.30pm-5.00pm. 5.00pm-5.30pm. 5.30pm-6.00pm. 6.00pm-6.30pm. 6.30pm-7.00pm. 7.00pm-7.30pm. 7.30pm-8.00pm. 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## ANALYSIS

## ICI earnings paint a healthy picture

At Imperial Chemical Industries they have not forgotten the day in March 1980 when the orders dried up. Nor has the stock market forgotten the consequences — the more than halving of profits that year and the savage but necessary cut in the dividend.

ICI's shares are languishing at the bottom of their historic trading range, having underperformed the market by 15 per cent last year. From that evidence, a newcomer could be forgiven for expecting the company to be little changed from a decade ago.

The present rating anticipates that a long overdue recession is about to ravage ICI's earnings as savagely as it did in the early 1980s. It also suggests the company is powerless to defend itself.

But the fundamentals paint a different picture. ICI has not only restructured its business, reducing its dependence on cyclical earnings, but also significantly lowered its cost base.

In 1978, 40 per cent of ICI's trading profits came from cyclical areas including fertilisers, petrochemicals, fibres and plastics; this fell to 25 per cent last year.

Taking the broader bipartite definition of effect and industrial chemicals, the split is more equal. Thus half the profit base is vulnerable but, conversely half of it is not.

Moreover, the quality of earnings in the traditional cyclical businesses has changed through cost-cutting and restructuring. The silver lining to the black cloud of having spent £2 billion on new capacity in the late 1970s was that after closing old capacity ICI was left with state-of-the-art plant.

The productivity drive continues. In 1970, ICI employed 142,000 people in Britain with sales of £1 billion and trading profits of £110 million. Last year, the sales and profits were £5.6 billion and £617 million

respectively, but the headcount had fallen to 56,000. ICI may have clocked up £500 million in severance payments over the past decade but it has more than closed the gap with the overseas competition.

Integration gains from the US Stauffer agrochemicals acquisition will allow ICI to cut its enlarged US workforce by 25 per cent. This benefit flows directly to the bottom line.

The restructuring of the European chemicals and polymers businesses and the formation of a PVC joint venture with Enichem has further reduced costs and spread risks. The lack of direct exposure to oil and gas has a similar effect.

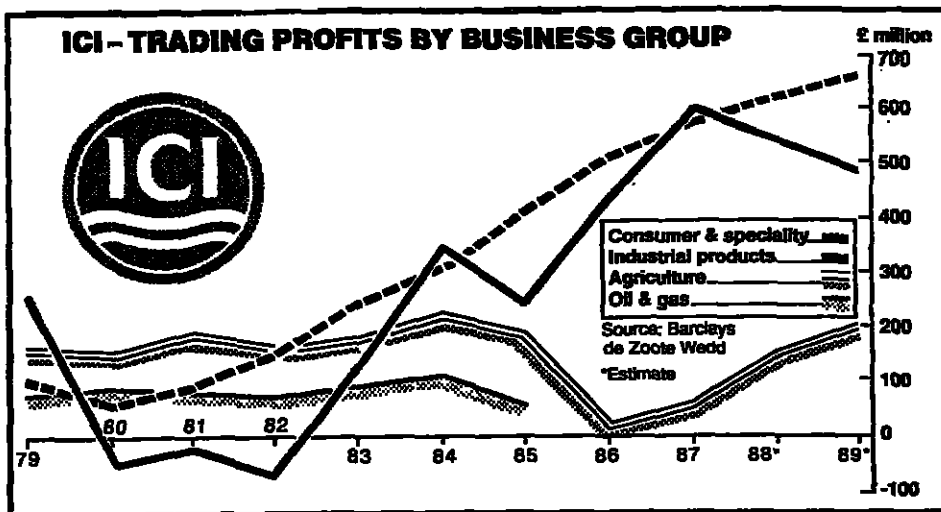
The decision to remain in nylon has eventually paid off. Demand for polypropylene is growing by 7 per cent a year but ICI's enhanced range allows it to grow by nearly double this rate.

The restructuring of the board in 1982 by the previous

### 'Fears of ICI's vulnerability have been exaggerated'

chairman, Sir John Harvey-Jones, has had deep-reaching consequences. Executive directors are now free from day-to-day divisional responsibilities. They are charged instead with developing the group's international portfolio. There is no longer a risk of the interests of individual fiefdoms holding back the momentum of the empire.

The wider economic indicators are also much less threatening than in the early Eighties. The supply-demand balance for industrial chemicals is healthy with capacity utilization well over 90 per cent. Thus there is little excess capacity now, although the next few years may see modest



reinvestment in the market place.

Currency fluctuations are outside ICI's control but much can be done to mitigate their effect. In any case sterling is more competitive in Europe now than eight years ago.

The increase in the group's US assets, now contributing \$3.5 billion on an annualized basis, has been matched to a great extent by local borrowings. This offsets much of the translation effect of US earnings. Moreover, ICI has a natural hedge on trading transactions as it sources much of its raw materials in dollars.

The mark dominates half ICI's sales and should remain close to its DM3 unofficial ceiling. Last year the net deficit from currencies was almost £20 million; this year the shortfall will be not much more. Thus fears of ICI's currency exposure are overdone.

As for the prospects of investing further in value-added businesses, ICI's strong cash flow provides adequate resources. Contrary to expectations, gearing was virtually unchanged last year at about 40 per cent, despite the £1.9 billion gross cost of Stauffer.

Against this backdrop most of the British investment community remains lily-livered about ICI. Caution is still the name of the game.

No one denies that a recession, especially a severe one, would affect ICI along with the rest of the economy. But it is a question of degree.

ICI's shares are rated less highly than most of its international competitors'. And this is before taking into account its broadening range of specialty products and wide geographical spread.

Last week a handful of ICI executives, including Mr Denis Henderson, the chairman, toured the US making presentations to institutional investors and brokers' analysts.

The enthusiastic reception they received pushed the ADR price up several percentage points. US analysts are puzzled why their British competitors continue to underrate ICI. They point to the improved quality of the commodity end of the business and the future potential of pharmaceuticals, agrochemicals and advanced materials.

While acknowledging the possibility of profits in cyclical areas being reduced by several million pounds in a severe re-

cession, the Wall Street fraternity is looking positively to the future, not fearfully at the past. Their approach is refreshing compared with the more cynical and jaded style familiar among British brokers.

An exception to this rule is Mrs Jinty Price of Barclays de

### American analysts puzzle over ICI's low rating in UK

Zoete Weld, who is recommending ICI. Her pre-tax profit forecasts for 1988 and 1989 are in the middle of the range at £1.42 billion and £1.49 billion respectively and anticipate a slowdown in the second half of 1988. This compares with a 1987 figure of £1.3 billion.

While remaining cautious about the immediate growth prospects of areas outside pharmaceuticals and agrochemicals, she recognizes the fundamental switch in ICI's earnings power.

Mr Robin Gilbert of James Capel, while acknowledging the enhanced quality of ICI's earnings, is less convinced of their ability to offset the commodity side of the business.

He is forecasting £1.25 billion pre-tax this year and £1.1 billion next. This is more than 30 per cent lower than the consensus forecasts prevailing in the US of £1.5 billion and £1.6 billion.

The US is to contribute more than a quarter of this year's trading profits and is the area of most concern to ICI watchers.

The consensus for US GDP growth in 1988 is 2.5 per cent, dropping to 2.2 per cent next year. There may be a flattening out in industrial demand but not the collapse seen in the early 1980s. ICI is no longer exposed to bulk chemicals in the US; instead agrochemicals and pharmaceuticals will drive profits forward.

ICI is not naive enough to claim it is entirely recession proof, but everything hinges on the extent to which any downturn in industrial chemicals can be compensated for by the growth in consumer and other specialty products.

Three important drugs from ICI's portfolio, Zestril, a cardiovascular product, Diprivo, an intravenous anaesthetic, and Zoladex, an anti-cancer drug, should soon be well established.

Indeed, if ICI suffered as much now as in the early 1980s, profits would fall by £800 million. Even the most pessimistic forecasts suggest a drop of only a quarter of this.

Thus to see the shares selling on a 20 per cent discount to the market ignores the company's sound prospects. To put the shares back to even a fair rating, albeit still 10 per cent below the market average, would push them up nearly 15 per cent.

Mr Henderson's plagiarizing of Mark Twain's famous remark makes the point most succinctly when he says: "Fears of ICI's vulnerability in a recession have been vastly exaggerated."

Alexandra Jackson

### BP 'most expensive flop in history'

By David Young  
Energy Correspondent

The international offering of the Government's 31.5 per cent stake in British Petroleum last autumn has been described as "the most expensive flop in underwriting history", and probably the last large multi-national share sale to be attempted.

Mr Thomas Joyce, a partner in the New York energy law firm of Shearman and Sterling, is to give his opinion in detail at a seminar on energy and natural resources organized by the International Bar Association, in Sydney this month.

Mr Joyce will suggest that the British Government share sale represented the state of the art in multi-jurisdictional offering. It may also have been the last of its kind.

The BP underwriting arrangement represented an almost total accommodation by foreign syndicates to the British techniques for underwriting public offerings, he will add.

US, Canadian, European and Japanese underwriters accepted the long British underwriting period, and a "disaster" clause which left the decision to cancel or complete the £8 billion offering in the hands of the Government.

Mr Joyce said: "The BP disaster raises the question of the future of multi-jurisdictional offerings. Multi-jurisdictional offering have taken several forms in recent years: the four large UK privatizations; Euroequity offerings such as that carried out for Fiat; and US-driven offerings with foreign syndicates.

"Predictions for the future are extremely risky. The only certainty is that the need of large companies and governments to sell equity exceeds the capacity of single capital markets. Efforts to continue this type of offering will almost certainly lead towards an international standard blending national techniques."

### Name change planned by Pennant chief

Mr Brian Johnson, whose Australian-controlled company Pennant Holdings has acquired 49 per cent of the loss-making Country and New Town Properties, intends changing the company's name to Pennant Properties.

In a letter to shareholders Mr Johnson says the company has a lot of potential and that 31 of its properties have been sold. He adds that profits should be made in the second half from selling other unwanted assets.

Mr Johnson says it has a £75 million portfolio of high-quality medium-sized office projects in London, Paris and Canada which it will retain.

### GILT-EDGED Outlook on trade casts a shadow over the market

Over the past three weeks, pre-Budget flows into the sterling markets have pushed the pound up to the very top of its target range against the mark, eliminated residual fears of an imminent rise in bank base rates, and led to a 45 basis point rally in the 10-year area of the gilt-edged market.

Market participants are looking at the funding implications of a Budget surplus for the next financial year, while foreign investors have extended their expectation of the likely period of stability in the foreign exchange markets, and are thus more likely to invest in higher-yielding markets — such as gilts — rather than in low-yielding markets such as Bunds.

Yet there are signs that the inflows are also a consequence of the view that investors should buy ahead of other purchasers, rather than because of more fundamental considerations. So although entirely predictable, the current rally in gilts could prove short-lived. Once the euphoria of the Budget — with its consequences for gilts as the first shrinking major government bond market — has died down, the market is likely to turn its attention to the economic fundamentals of the UK.

For the immediate future, with all eyes on the Budget, and confident market expectations of a sizeable surplus for both 1987-88 and 1988-89 being revealed, there is little to prevent the rally being extended. But the essential condition for the rally to persist is that currencies remain within existing narrow ranges and that market expectations of this persistence then lead to a narrowing of yield spreads between higher- and lower-yielding government bond markets.

This means, therefore, that the yield spread between gilts and West German government bonds will need to narrow. However, since the yield spread is already down to almost 300 basis points — from the average of 340 points seen over the past two years — there comes a point at which international investors will begin to look at real, rather than nominal, yield spreads. Investors may then conclude that spreads are too narrow to support sterling when British inflation is rising from 3.3 per cent to above 4 per cent, while at the same time German inflation is set to remain at about 1 per cent.

Under such conditions, and especially when oil prices are weakening, the maintenance of sterling at DM3 rests on a "last man out" syndrome, where by foreign inflows to take advantage of higher UK gilt yields will persist only as long as each purchase is expected to be followed by others. As soon as these expectations turn, there is a risk that investors will take profits and the currency will slip.

Clearly, gilts will weaken in these conditions. At the short end, it seems likely that the market will be vulnerable to the Bank of England's apparent desire to push bank base rates back up to 10 per cent as soon as the pound is sufficiently distanced from its DM3 ceiling. Whether or not such a move — if it results in sterling sticking close to this level — is damaging to the long end of the gilt-edged market is a moot point, but it is unlikely that there would be much of a sell-off under these conditions.

The usual bullish medium-term argument for gilts is that a combination of (1) excess institutional liquidity estimates at up to £10 billion; (2) negative net gilt issuance; and (3) portfolio allocation decisions that are likely to favour bonds over equities, argue for a downward shift in the yield base of the market. The problem with this line of reasoning is that it ignores both the ability of financial institutions to find new instruments as a means of filling a gilt funding vacuum, and also the heightened vulnerability of the market to a deterioration in economic news when the yield base falls sharply.

The possible deterioration lies, as ever, in inflation and trade. The Bank of England has repeatedly expressed its concern about inflationary risks, but the market is likely to accept the Treasury's probable forecast of 4 per cent for the fourth quarter of this year. Even so, on a 9 per cent yield base, this relatively optimistic forecast leaves real yields somewhat below the recent norm, and significantly below levels in other major government bond markets.

Developments in foreign trade appear far more uncertain, but no more encouraging. It is thought likely that the adoption of new EC customs documentation will distort the trade figures for another month or two, so that it may be as late as the middle of the year before the trend in the trade balance can be judged.

But if the economy really has come through the stock market crash unscathed, and domestic demand carries on growing by 4 per cent or more, then it appears likely that the trend in the current account will deteriorate. If this is so, then there is large potential for a sudden downward move in sterling — within the DM target range — after the release of unexpectedly bad figures. Furthermore, this potential is increased by every basis point fall in gilt yields. So as the month progresses, the favourable set of expectations generated by the Budget arithmetic is likely to give way to a more sober assessment of the relationship between gilts and an overheating economy.

Malcolm Roberts  
Salomon Brothers International

### Tax 'boosts inequality'

Income tax has magnified the inequality between Britain's high and low earners, the Income Data Services' Top Pay Unit says today.

In a pre-Budget profile, a table shows growth in earned incomes from 1979-1987. IDS bases its figures on a Treasury table, showing pay increases after inflation both before and after income tax.

Since 1979, executives on higher incomes have done much better than lower-paid

people before tax. One in 10,000 male employees is estimated to have earned about £320,000 in April 1987, more than double the corresponding income nine years ago.

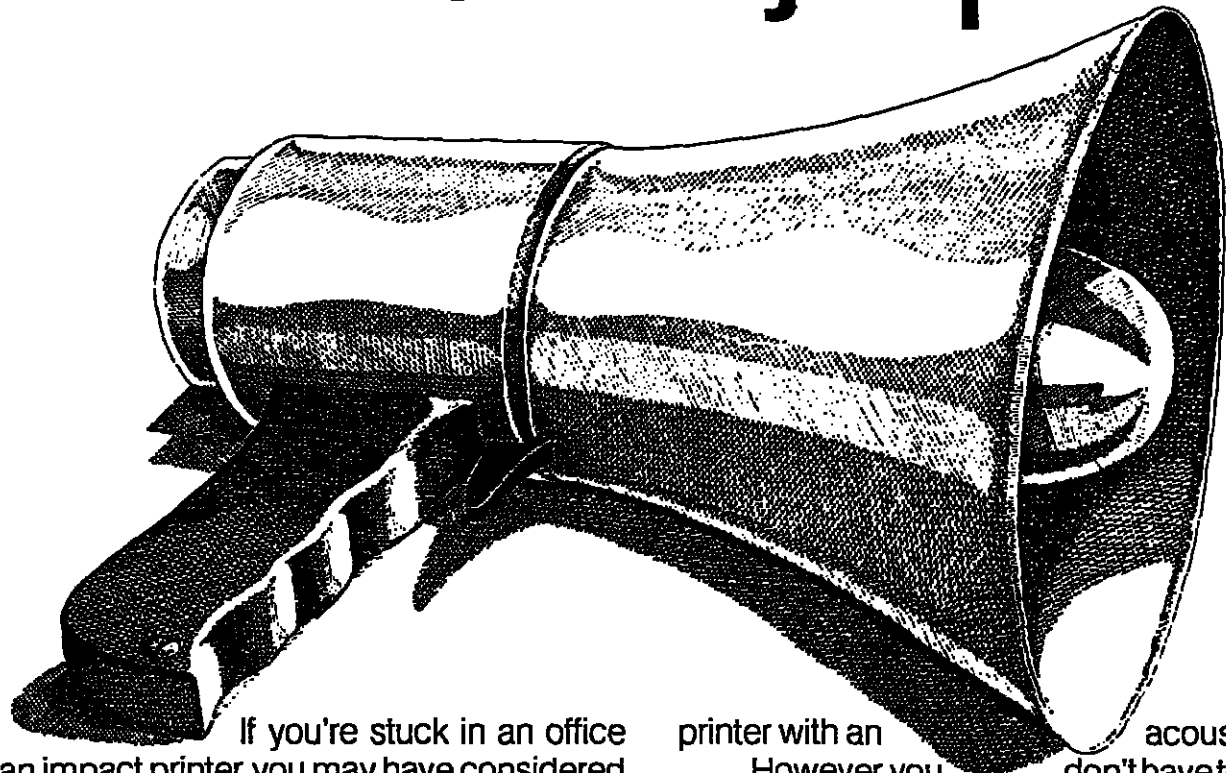
At the bottom the lowest earners increased pay by only 5.3 per cent in real terms.

After tax, the purchasing power of the highest earners has more than trebled.

IDS Top Pay Unit, 193 St John Street, London EC1V 4LS; by subscription.

## SIEMENS

# For those without a Siemens ink-jet printer



If you're stuck in an office with an impact printer, you may have considered using a megaphone to communicate with your colleagues.

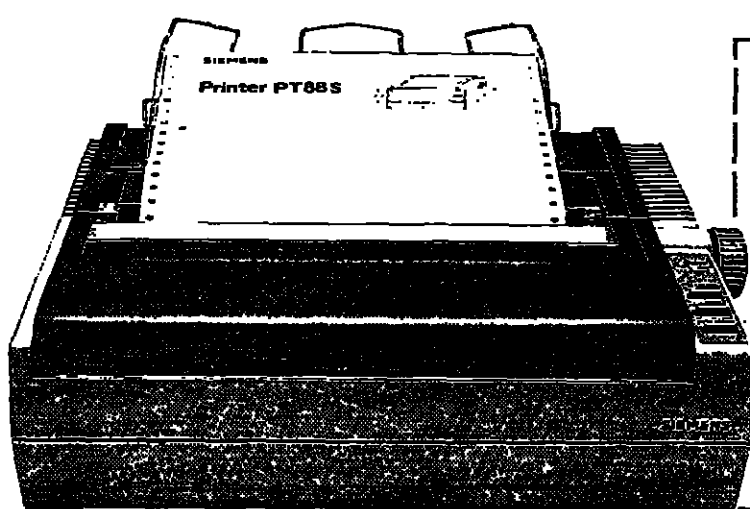
You probably can't hear yourself think, let alone make yourself heard. Noise at that level is tiring and lowers efficiency.

But a Siemens ink-jet printer operates in virtual silence — even quieter than an impact

printer with an acoustic hood. However, you don't have to sacrifice speed or quality for silence.

Our range of ink-jet printers offers you a choice of draft or letter quality, a selection of type styles and spacings, and, as they use plain paper, operating costs are low.

Send us the coupon now and you too can have a quiet life in the office.



Printer Information, Siemens Limited  
St Catherine's House, 2 Hanworth Road, Feltham  
Middlesex TW13 5DF. Tel: 0932 754797

I would like to know more about Siemens silent ink-jet printers.

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company \_\_\_\_\_  
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Innovation · Technology · Quality · Siemens

## For ASPIRIN pain relief TAKE

MICRO THIN COATED  
**ANADIN**  
FAST PAIN RELIEF

NEW - EASY TO SWALLOW  
the proven formula

# Trafal Bosp

By Colin Northwood

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# De Beers

By Colin Northwood

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# Broker's Budget

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# Trafalgar still in running for Bosphorus bridge contract

By Colin Narborough

A decision on who wins the contract to build the third bridge over the Bosphorus has been delayed until next month, putting Mrs Thatcher once more in a position to promote the £142 million tender from Britain's Trafalgar House.

The Prime Minister, who made no secret of her anger when a British contender was beaten by a Japanese group for the second Bosphorus bridge, had intended to take up the matter with Mr Turgut Ozal, the Turkish prime minister,

during an official visit to Turkey next month.

But a surprise announcement last month by Mr Bedrettin Dalan, the mayor of Istanbul, revealed a Turkish group, Sezar Turkes-Feyzi Akkaya, had submitted a tender that substantially undercut that of Trafalgar House.

The Turkish authorities also made clear that a decision would be reached by about mid-March, which would have made it too late for Mrs Thatcher to intervene while in Turkey.

It emerged at the weekend

that no decision will be taken until after Mrs Thatcher's visit, which will allow her to press the Turkish authorities to give Trafalgar House fair consideration.

Downing Street has declined to comment, but has regularly made clear the Prime Minister always tries to foster British industry's interests when abroad.

The Bosphorus bridge question was expected to figure in discussions in Turkey between a high-level delegation of British construction companies that began at the weekend.

Trafalgar House was not prepared to comment on the developments, but evidently considers its tender to still be "in play". A spokesman said the company was at present only able to wait and see.

The company is bidding through its Cleveland Bridge subsidiary, a name associated to some of the world's most famous bridges, including the first Bosphorus bridge that was built in 1973. Enka, a Turkish company, is Cleveland's partner on the current tender.

The Trafalgar scheme fore-

sees the company not only building the new link, but also operating it for 12 years after construction before handing it over to the Istanbul authorities.

New export credit rules could lower the Trafalgar tender price, but the necessary approval is only given after a firm order has been placed.

In Ankara, Mrs Thatcher is also expected to seek a more favourable Turkish response to GKN's efforts to sell its armoured personnel carriers to the Turkish military.

## ECONOMIC VIEW

### Could 1992's vintage be better than 1973?

The process of dismantling the remaining internal barriers to trade in the European Economic Community, like Britain's original decision to join, is something of an act of faith. Nobody knows for certain how much the completion of the internal market — as it is known in Eurospeak — will benefit anyone. Still less has anyone drawn up a balance sheet of the pluses and minuses for any particular member country or for individual industries.

If the scepticism is strongest in Britain this is not entirely surprising after the noticeable failure of economic nirvana to arrive following Britain's entry in 1973. Many other influences were at work during the 1970s, not least world recession after the first oil shock, but for many years EEC membership emphatically did not live up to the advertising. The present complacency of the City in advance of deregulation in the Community's financial markets is uncomfortably reminiscent of the attitude of Britain's commercial vehicle builders ahead of EEC entry 15 years ago — and where now are Foden, Seddon and Bedford?

The best guide available to costs and benefits is probably the so-called "Cecchini studies" which will be published by the Commission next month. Professor Anthony Venables of Southampton University, who is speaking on the subject today at the Centre for Economic Policy Research, is responsible for one of these.

He estimates that if the removal of barriers by the end of 1992 succeeds in producing a truly unified market the overall benefits could amount to up to 4 per cent of consumption. This will come about through economies of scale involved in trading in a larger market, and implies further concentration of industry. If this is correct then the gains are worth having, though at a rate equivalent to about one year's productivity growth (averaged over the long term) they are hardly spectacular.

How the benefits are shared out between different countries and different industries depends a great deal on exactly what standards the EEC decides to harmonize on, and how prepared industries are to repel borders in their own markets and to take opportunities abroad.

The Commission has classified existing barriers to trade in three ways — physical, technical and fiscal. Physical

barriers include customs, health controls and immigration. Here the main issues are the political ones of controlling terrorists and drugs, but farmers could be affected by harmonization of controls on livestock and plants. If lower standards are adopted than Britain's present ones then EEC farmers already operating to lower standards could gain an advantage.

Technical barriers are the biggest group. These include technical standards, public procurement policies, recognition of each other's professional qualifications, regulation of services, exchange controls and company law.

As with all harmonization of standards the crucial question is whether to "level up" or "level down". At present a pharmaceutical manufacturer wanting to sell in the EEC has to subject his products to expensive and time-consuming tests in 12 different markets. The most stringent is Denmark and the least stringent are generally the Mediterranean countries. Harmonizing on Danish standards could be expensive, but harmonizing on Mediterranean standards could give producers in those countries a significant advantage in the British market, leaving aside for the moment questions of safety.

There are similar issues in the services sector where compromises have to be reached on regulatory regimes, for instance in banking.

Fiscal harmonization has caused the most scepticism in Britain. The US, after all, has managed to struggle along quite successfully despite having widely varying rates of sales tax in different states. Whatever the possible benefits it is clear that the "approximation" of VAT rates and harmonization of excise duties would impose severe adjustment costs. A recent study by the Institute for Fiscal Studies concluded that lower excise duties on drink could boost sales by 40 per cent, while obliging the Government to replace £2 billion of lost revenue.

The conclusion must be that removal of trade barriers in Europe will be worth having, but not at any price. Both Government and industry need to be fully aware of the implications of harmonization proposals for particular sectors. Judging by recent survey evidence, much of industry in Britain still has its head firmly buried in the sand on this side of the Channel.

## Lawson over a barrel

The price of oil continued to fall last week, introducing a new uncertainty in the run-up to the Budget. As a rule of thumb, for every \$1 fall in the oil price government revenue contracts by about £400 million. So the Chancellor's assumption about the price of oil during 1988-89 is an important part of the Budget arithmetic.

In March 1986, with the oil price crashing around him, Nigel Lawson picked out a vigorous \$15 a barrel. This turned out not a bad guess. A year later he repeated the assumption of \$15, only to see the price rise to more than \$20 during the summer as the dollar weakened. So in the Autumn Statement last November, he raised the assumption to \$18, since when the price has fallen back to below \$15.

Where the price goes from here is anyone's guess. Opec is still committed to a price of \$18, and recent production does not seem too much out of line with demand. But the winter in Europe has been exceptionally mild and we are now moving towards the usual seasonal reduction in demand. The Chancellor cannot afford any hint of wishful thinking, though he will probably plump for \$15.

The effect a lower oil price would have on the economy and on government revenue, if sustained, depends on a number of things, apart from the price in dollars. When sterling was treated in the market like a petro-currency a lower oil price usually meant a lower pound, which in sterling terms tended to offset the effect of the price fall on revenue. Today the market seems more impressed by Britain's high interest rates and relatively strong economic performance, and sterling finished last week right up against its DM3 "ceiling".

Apart from the effect on revenue the balance of payments surplus on trade-in-oil would fall, worsening an already weak current account position. But foreign companies operating in the North Sea would remit fewer profits, and lower oil prices tend to boost demand in the world economy, increasing Britain's export opportunities. World inflation would be low. Developments in the oil market will add to the factors enjoining caution on Mr Lawson. Fortunately he can afford it.

Rodney Lord  
Economics Editor

## De Beers puts a sparkle into 100 years

By Colin Campbell

If you own a diamond, pause for thought on Friday, gently pat it on the head, and say "Happy Birthday". In Kimberley, South Africa, 400 guests will that night attend a banquet at the edge of the famous "Big Hole" where 100 diamonds rather than the traditional candles would be more appropriate on the birthday cake.

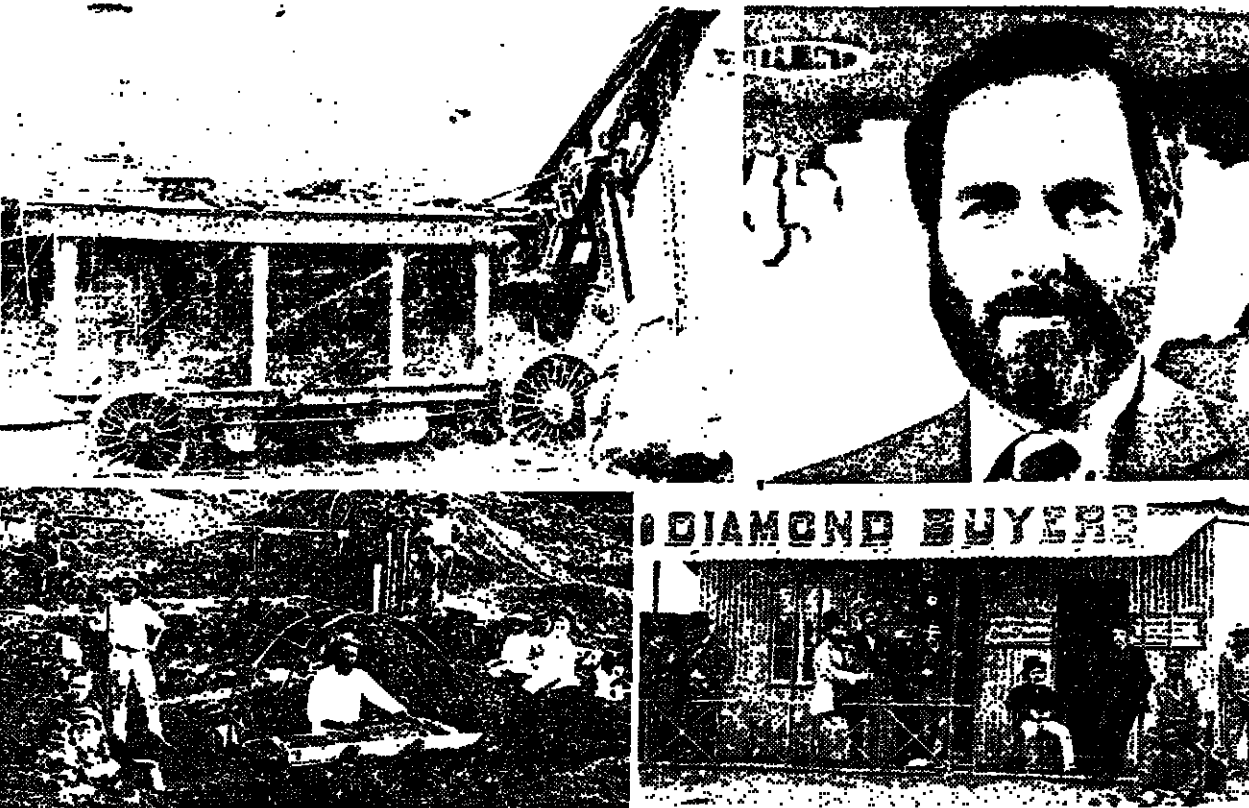
The following day, Saturday, March 12, marks the official centenary of De Beers Consolidated Diamond Mines, whose history has been formed by the likes of Cecil John Rhodes, Barney Barnato, Solly Joel, Sir Ernest Oppenheimer, his son Harry and in turn, his son Nicholas.

De Beers' finest stone — the 3,106 carat Cullinan diamond — is the centrepiece of the British Crown.

Diamonds were first discovered on the African continent in 1866 when an eight-year-old boy, Erasmus Jacobs, found a brilliant stone on the banks of the Orange River. It turned out to be a diamond weighing 10.73 carats when polished, named Eureka, which Garrards, the London jeweller, valued at £500 in July 1868.

Word of Jacob's toy brought a wave of prospectors to the Vaal and Orange rivers, and in 1869 the first diamond rush began.

De Beers is the undoubted diamond king and through its Central Selling Organization markets 80 per cent of the world's diamonds. Because of the mechanism of the CSO,



Back to the future: One of the early De Beers steam shovels; Nicholas Oppenheimer, De Beers deputy chairman; prospecting on the Orange River banks (bottom left); diamond buying office in Kimberley (bottom right)

De Beers handles a product whose price never falls.

De Beers was formed with an ordinary capital of £3.95 million and £4.5 million of debentures. Today it has 359.8 million shares in issue, giving it a market capitalization of \$3.51 billion (£1.98 billion).

The past 100 years have been full of drama and colour. In 1888, Cecil Rhodes paid,

on behalf of De Beers, the largest cheque of the time: £5.38 million to the liquidators of Kimberley Central Diamond Mining Company (Barney Barnato) for the Kimberley Mine.

This stroke of financial wisdom consolidated the most important mining interests in the area and gave De Beers ownership of the "Big Hole."

In 1902, the Cullinan diamond was discovered. It was bought by the Transvaal government in 1907 for £150,000 and presented to King Edward VII for his 60th birthday.

In 1957 Sir Ernest Oppenheimer died. His son, Harry, was chairman until his retirement at the end of 1984. Julian Ogilvie Thompson

took over and Nicholas Oppenheimer is next in line. Life has not always been smooth. In 1982 the unbelievable happened — De Beers cut its dividend.

But the celebrations will be held against a background of happier times. De Beers is back on top. Financial restoration has been made, and profits have never been so good.

## Firms review job training schemes

By Roland Radd

Changing work practices in British industry are forcing companies to re-evaluate their training programmes to keep up with technological advances, increase employee flexibility and combat skill shortages, says Incomes Data Services.

An IDS report shows how the growing awareness of the importance of retraining has sparked a debate among employers as diverse as Nissan and the Financial Times on how workers should be equipped for changes.

IDS has identified four main reasons why employers retrain existing workers: ● New technology or products act as a catalyst in changing work practices; ● Flexible work practices are

contingent on the provision of retraining. The creation of multi-skilled craftsmen is a common objective;

● Skill shortages have increased the need for many companies to retrain existing employees;

● Employees faced with redundancy are sometimes offered the chance to train for new jobs.

Retraining may be undertaken for specific reasons. The Financial Times, for instance, is offering printworkers, overtaken by new technology, the chance to retrain as journalists.

IDS Study 405; Incomes Data Services, 193 St John Street, London, EC1V 4LS; by subscription.

## Protection sought for textiles

By Graham Searjeant

The British Clothing Industry Association, the British Textile Confederation and the Knitting Industries Federation have put out a joint statement to lobby the Government and MPs to tighten anti-dumping provisions in the Gatt talks.

They want the burden of proof to be on importers, especially for fashion goods imported for a single season.

The statement urges that the Multi-Fibre Arrangement, which subjects imports from developing countries to quotas, be continued after 1991.

"Under current circumstances, and those foreseeable for some time, the MFA remains essential."

## Truck sales in UK ahead by 17.7%

By Daniel Ward, Motor Industry Correspondent

Truck sales in Britain continued to be buoyant last month, up 17.7 per cent from 24,562 to 28,913 registrations, after a 14.4 per cent surge in January compared with the previous year.

However, strong demand has brought an increase in imports, which now account for 39 per cent of the heavy truck market. Sales of four-wheel-drive vehicles increased by more than 50 per cent last month compared with the same month in 1987.

On a broader scale, the overall trade balance for the British motor industry continues to worsen, reaching £3,982 million last year — £104 million further into the red than in 1986. The value of exports increased by 19 per

cent to £6,223 million but imports totalled £10,214 million, up 12 per cent on 1986.

Britain's dismal vehicle trade balance for last year fails to reflect the gains from a 22 per cent boost in car exports to 244,746, and a 27 per cent rise in truck exports to 28,241. The value of car exports climbed 45 per cent to £1,901 million as Rover and Range Rover began selling in the US.

But the improving position was substantially undermined by the 25 per cent increase in imports of foreign parts and components, which reached £3,374 million compared with exports of parts of £2,998 million, an improvement of only 9 per cent on the previous year.

## Broker's Budget scoop

Last year, to brighten up its guesses for the Budget, stockbroker CL-Alexanders Laing & Cruickshank delivered its thoughts in the form of a mock-up of the Treasury's own Budget red book; amusing at the time but trying for those of us who, in haste, have subsequently referred to the spoof version rather than the real one (spotting a Nigel Lawson spoof can be tricky if you are in a rush). This year, the firm has repeated the idea and capped it. A March 1988 Budget red book is accompanied by a newspaper, dated March 16, which looks eerily like a scaled-down version of the Financial Times.

The post-Budget Alexander Times — complete with Rex column and an ATSE-100 stock index — details a Budget it reports to be good for both gilts and equities, a change in forestry taxation that will encourage native trees such as the oak and the beech, and a leading article that applauds the Chancellor for ignoring the City pundits and going ahead with his tax cuts. Perhaps the authors feel their efforts might land them jobs on the FT, once Lawson's paymaster, perhaps, since the Alexander Times reckons this may be Lawson's last Budget, the authors have set their sights on 11 Downing Street itself. But there is no danger of mistaking the rude newcomer for the real FT. The AT sells for 35p, and not even Nigel Lawson will be able to engineer a 10p reduction in the price of the FT in his Budget.

## THE TIMES CITY DIARY Loo-king for Lucan

Every householder stumbles across the last resident's odd leftovers — old paint tins, ageing piles of *Health & Efficiency* magazine — so it is not surprising that corporate movers also find bric-a-brac in the vacated offices of departed chairmen. Peter de Savary, the millionaire businessman and yachting enthusiast, came across such an inheritance after splashing out £90 million recently to buy Lord Lucan's favourite London casino, Aspinall's. First-time visitors to the casino often ask about Lord Lucan, who vanished after his children's nanny was found murdered, though there is little new to tell. But de Savary found there was still much to read on the subject. A door leading off the private office of John Aspinall, the club's wildlife-loving former owner, led to Aspinall's personal loo: de Savary was intrigued to find a lavatorial shrine stacked with every book ever written about the mysterious earl.

## Famous four

Let the drum majorettes twirl: another quartet of worthies will soon be joining *Fortune* magazine's US Business Hall of Fame. William Hewlett, aged 74, and David Packard, aged 75, gain entry for their open-door management style at Hewlett-Packard, the computer company they started almost 30 years ago with \$538. Estée Lauder, aged 80, is also being welcomed, largely for her sales cunning: buyers of her face cream were given a free sample of another Estée Lauder product. Making up the new bridge foursome is H Ross Perot, a 57-year-old who started out in life breaking horses in Texas for \$1 each. He is cited for "creative genius, entrepreneurial talent, down-home personality and patriotism". He also happens to be worth \$2.5 billion. The new laureates boast 286 years between them. You certainly can't accuse *Fortune* of making rash decisions.



"He must have heard the Brits are in town."

## Join the merry band

Don your green tights and head for Sherwood Forest, where a band of men is plotting to recreate the world of Robin Hood under the tax-efficient Business Expansion Scheme. The first visitors, who will be "absorbed into the atmosphere of medieval Nottingham", could be milling through the £2.5 million theme park within a year, helping the scheming Sheriff of Nottingham hunt through the forest for Robin Hood. The outlaw — renowned for his skill with a longbow, wooing the comely Maid Marian and coaxing the rich into redistributing their assets — will talk visitors through the legend of Robin Hood, the power of the Sheriff and the sport of archery — all with the help of medieval videos and laser projections. Of course, there will also be "themed leisure shopping and catering" and a "photographer's nook where visitors can be photographed in Robin Hood/Maid Marian costume". True enthusiasts can no doubt try out the Friar Tuck tinsured look. How much redistribution of income will take place from "the provision of quality and themed goods" will interest potential BES investors as much as it would have intrigued Master Robin.

So efficiently Swiss: the Swiss army is first in the queue to order keeps with catalytic converters, those laudable gadgets that cut the pollution from car exhausts. Clearly the Swiss aren't interested in fighting dirty.

Joe Joseph

## Fall in companies' confidence eases 'overheating' fears

By Derek Harris, Industrial Editor

Business confidence over prospects for companies and the economy has been dented, according to a survey by the Institute of Directors.

The lack of confidence shown by the survey has led the IoD to conclude that the economy is not overheating, which would allow the Chancellor of the Exchequer to bring in a "bold Budget" which the IoD believes industry and commerce need. There is evidence that some companies are experiencing a slowdown in business and growing numbers of business leaders are less confident about the future, it says.

The survey, which was carried out in the first half of February, showed that 59 per cent of business leaders felt more optimistic about their companies' prospects than six months ago, down from 61 per cent in a similar survey in December.

There was a sharper decline in hopes for the economy, with 31 per cent being less optimistic in February compared with 21 per cent in December and only 4 per cent last October.

Fewer directors are also reporting volume increases in business and higher profits.

The proportion reporting volume increases dropped from 80 per cent in December — the peak for 1987 — to 77 per cent. Higher profits were re-

## Direct debits at Halifax

The Halifax Building Society has added a free direct debiting facility for holders of its 2.6 million Cashcard accounts. It is aimed at payments of regular bills.

Halifax has increased the number of automatic telling machines from 490 to more than 800 in the past year and plans to expand to more than 1,100 by the end of this year.

## Sale Tilney RECORD PROFITS AND EARNINGS

Year to November	1987	1986	Increase
Subject to Final Audit	£000	£000	
Profit on ordinary activities before taxation	7,329	5,169	+42%
Earnings per share (net)	21.1p	19.2p	+10%

**RECORD DIVIDEND**  
Payment of a final dividend of 6.0p per share is being recommended on the ordinary share capital. With the interim dividend total payments are 10.0p per share (1986 8.0p per share), representing an increase of 25 per cent.

**FUTURE PROSPECTS**  
(EXTRACT FROM THE CHAIRMAN'S REVIEW)  
"I would emphasise the sound financial position of your company as we move forward into more uncertain times. I have every confidence that we will acquire ourselves well in the current year, even though the markets in which some of our divisions operate are, for the moment, less buoyant."

**Sale Tilney PLC**  
28 Queen Anne's Gate, London SW1H 9AB







Application has been made to the Council of The Stock Exchange for all the Ordinary Shares of 10p each of UK Paper Plc, issued and now being issued, to be admitted to the Official List. A copy of the document which comprises listing particulars relating to UK Paper Plc in accordance with the listing rules made under section 142 of the Financial Services Act 1986, has been delivered to the Registrar of Companies for registration in accordance with section 149 of that Act.

The Directors of UK Paper Plc accept responsibility for the information contained herein. To the best of the knowledge and belief of the Directors (who have taken all reasonable care to ensure that such is the case), the information contained in this document is in accordance with the facts and does not omit anything likely to affect the import of such information.

# UK PAPER PLC

UK Paper Plc (Incorporated in England and Wales under the Companies Act 1985 No 3010-290)

## OFFER BY Schroders

OF 29,477,944 ORDINARY SHARES OF 10p EACH AT A PRICE OF 135p PER SHARE  
PAYABLE IN FULL ON APPLICATION

The Application Lists will open at 10.00 a.m. on Thursday, 10th March, 1988 and may be closed at any time thereafter. The procedure for application and an Application Form are set out below. It is expected that dealings in the Ordinary Shares will commence on Thursday, 17th March, 1988.

The shares which are the subject of the Offer rank in full for all dividends or other distributions hereafter declared, made or paid on the ordinary share capital of the Company.

### SHARE CAPITAL FOLLOWING THE OFFER

Authorised £10,500,000 Ordinary Shares of 10p each Issued and fully paid £7,971,851.80

### INDEBTEDNESS

At the close of business on 12th February, 1988, UK Paper Plc and its subsidiaries had outstanding indebtedness of £13.0 million, all of which was unsecured, and finance lease commitments of £21.5 million and guarantees in the normal course of trade of £3.3 million. On the same date, the Group had cash balances of £5.5 million. Save as aforesaid, and apart from intra-group liabilities, neither UK Paper Plc nor any of its subsidiaries had at that date any loan capital (including term loans) outstanding or created but unissued, or any mortgages or charges or any other borrowings or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, hire purchase commitments or guarantees or other material contingent liabilities.

### TERMS AND CONDITIONS OF APPLICATION

- The contracts arising from acceptance of applications will be conditional on the ordinary share capital of the Company, issued and now being issued, being admitted to the Official List of The Stock Exchange not later than 31st March, 1988 and on the Offer for Sale Agreement referred to in section 12 of Part 4 of the Listing Particulars not being terminated in accordance with its terms. Cheques or banker's drafts for amounts payable on application may be presented for payment before such conditions are satisfied and the application monies will be kept by Lloyds Bank Plc in a separate bank account and, if such conditions are not satisfied, will be returned (without interest) by crossed cheque in favour of the applicant(s) through the post at the risk of the applicant(s). It is expected that the Company's share capital will be admitted to the Official List on 17th March, 1988.

- Subject to these terms and conditions, Schroders reserve the right to reject in whole or in part or to scale down any applications including, in particular, multiple or suspected multiple applications, and to present any cheques or banker's drafts for payment on receipt. If any application is not accepted, or is accepted for fewer shares than the number applied for, the application monies, or, as the case may be, the balance thereof, will be returned (without interest) by sending the applicant's cheque or a crossed cheque in favour of the applicant(s) through the post at the risk of the person(s) entitled thereto.
- Applications (other than pre-emptive applications under the terms of the Matching Offer or the Pre-emptive Application Offer referred to in section 8 of Part 4 of the Listing Particulars) must be made on the accompanying Application Form. By completing and delivering an Application Form, you as the applicant(s):

- offer to purchase the number of shares specified in your Application Form (or such smaller number for which the application is accepted) on the terms and subject to the conditions set out herein (of which the Procedure for Application forms part) and subject to the Listing Particulars and the Memorandum and Articles of Association of the Company;
- authorise Lloyds Bank Plc to send on behalf of Schroders a Letter of Acceptance for the number of shares for which your application is accepted and/or a crossed cheque for any money returnable, by post, at the risk of the person(s) entitled thereto, to your address (or, in the case of joint applicants, to that of the first-named applicant as set out in your Application Form) and to procure that your name (together with the names of any other joint applicant(s)) is entered in the register of members of the Company in respect of such shares the entitlement to which has not been duly renounced;
- agree that, in consideration of Schroders agreeing that it will not prior to 31st March, 1988 sell any of the shares offered to any person other than by means of the procedures referred to in the Listing Particulars, your application may not be revoked until after 21st March, 1988 and that this paragraph shall constitute a collateral contract between you and Schroders which will be enforceable (and enforceable by you or your estate or your personal representatives) in the event of your failure to comply with your obligations under the Listing Particulars;
- warrant that your renunciation will be renounced on first presentation;
- agree that any Letter of Acceptance to which you may become entitled and monies returnable to you may be retained pending clearance of your renunciation;
- agree that in respect of those shares for which your application has been accepted and is not rejected, allocation of such shares to you shall be constituted, at the election of Schroders, either by notification to The Stock Exchange of the basis of allocation (in which case allocation shall be on that basis) or by the determination of the number of shares to be allocated pursuant to the arrangements made between Schroders and Lloyds Bank Plc;
- agree that all applications, acceptances of applications and contracts resulting therefrom under the Offer shall be governed by, and construed in accordance with, English law;
- warrant that, if you sign the Application Form on behalf of somebody else, you have the authority to do so;
- confirm that in making this application you are not relying on any information or representation in relation to the Company or to any other member of the Group other than such as may be contained in the Listing Particulars and you accordingly agree that no person responsible solely or jointly for this document, or any part thereof, shall have any liability for any such information or representation;
- warrant that no other application (not being an application under the terms of the Matching Offer or the Pre-emptive Application Offer) is being made by you for your own account or by another on your behalf and with your knowledge (or such knowledge as you are acting as agent or nominee of another, that other person is not, to your knowledge, acting in concert with any other person or persons as aforesaid);
- warrant that you are not a US person (which expression shall mean any person who is a national, citizen or resident of the United States of America, its possessions and territories and all areas subject to its jurisdiction, or any political subdivision thereof, including corporations, partnerships or other entities created or organised thereon or any estate or trust that is subject to United States federal income taxation) and are not applying on behalf of, or with a view to re-offer, sale, renunciation or transfer to, or for the benefit of, any such person; and
- except to the extent that you delete points (i), (ii) and (iii) set out below Box 7 on the Application Form, warrant that you are not any person as there referred to. This is for stamp duty purposes.

- The basis of allocation will be determined by Schroders in its absolute discretion.

- No person receiving a copy of the Listing Particulars or an Application Form in any territory other than the United Kingdom may treat the same as constituting an invitation or offer to him, nor should he in any event use such form unless, in the relevant territory, such an invitation or offer could lawfully be made to him or such form could lawfully be used without contravention of any regulatory or other legal requirements. Any person outside the United Kingdom wishing to make an application hereunder must satisfy himself as to all observance of the laws of any relevant territory in connection therewith, including obtaining any requisite governmental or other legal consents which may be required and compliance with any other requisite formalities, and paying any issue, transfer or other taxes due in any such territory.
- The shares which are being offered have not been, and will not be, registered under the United States Securities Act of 1933, as amended. Accordingly, such shares may not be offered, sold, renounced or

transferred, directly or indirectly, in the United States or to, or for the benefit of, any US person or to any person purchasing such shares for re-offer, sale, renunciation or transfer in the United States or to, or for the benefit of, any US person as part of the distribution of such shares. The terms and conditions of application incorporate a warranty that the applicant is not a US person and is not applying on behalf of, or with a view to re-offer, sale, renunciation or transfer to, or for the benefit of, any US person. Registration applications forms on Letters of Acceptance will contain a warranty to the same effect by or on behalf of the person in whose names the shares are to be registered.

### BASIS OF ACCEPTANCE AND DEALING ARRANGEMENTS

The application lists will open at 10.00 a.m. on 10th March, 1988 and will close as soon thereafter as Schroders may determine. The basis on which applications have been accepted will be announced as soon as possible after the application lists close. It is expected that temporary documents of title, in the form of renounceable Letters of Acceptance, will be posted to successful applicants on 16th March, 1988 but will not be negotiable until 17th March, 1988. Dealings in the form of shares will commence on 17th March, 1988. Dealings prior to receipt of renounceable Letters of Acceptance will be at the risk of applicants. A person so dealing must recognise the risk that an application may not have been accepted to the extent anticipated or at all. A successful applicant may sell or otherwise dispose of some or all of the shares in respect of which his application has been accepted by execution of the form of renunciation on his Letter of Acceptance and delivery of the Letter of Acceptance to the transferee.

Arrangements have been made for registration of all shares now offered, free of stamp duty and registration fees, in the names of purchasers or nominees in whose favour Letters of Acceptance are duly renounced provided that, in cases of renunciation, Letters of Acceptance (duly completed in accordance with the instructions contained therein) must be received by 3.00 p.m. on 22nd April, 1988. After this time, an instrument of transfer must be used. Share certificates will be despatched by first class post on or before 20th May 1988.

### STAMP DUTY AND STAMP DUTY RESERVE TAX

A charge to ad valorem stamp duty at the rate of 50p per £100 (or part thereof), will arise on registration of applicants, or purchasers of rights to shares represented by Letters of Acceptance issued in respect of shares sold by Schroders. Arrangements have been made for the stamp duty payable on registration of applicants and of other persons who apply for registration on or before 3.00 p.m. on 22nd April, 1988 to be paid by Schroders. Accordingly, applicants and other purchasers of rights to shares represented by Letters of Acceptance who apply for registration on or before 3.00 p.m. on 22nd April, 1988 need take no action in relation to stamp duty (although such persons may be liable to SDRT, as mentioned below). However, these arrangements will not apply to any charge to stamp duty under section 67 or 70 of the Finance Act 1986 (which, basically, applies where the applicant is, or nominee for, either a person whose business is, or includes, issuing depositary receipts or a person whose business is, or includes, the provision of clearance services for the purchase or sale of chargeable securities).

- no SDRT will be payable on the registration of shares obtained pursuant to Letters of Acceptance, whether or not they have been renounced prior to registration;
- the purchaser of rights to shares represented by a Letter of Acceptance will be liable to SDRT at the rate of 50p per £100 (or part thereof) of the consideration paid; and
- the transfer on sale of shares represented by a Letter of Acceptance after the latest time for registration of renunciation will be subject to ad valorem stamp duty and an unconditional agreement to transfer such shares, if not completed by a duly stamped transfer within two months of the date such an agreement became unconditional, will be subject to SDRT at the rate of 50p per £100 (or part thereof) of the consideration paid.

The charge to SDRT will not generally apply to purchases by a market maker and certain purchases by a broker or dealer.

The above statements are intended as a general guide to the current position. Any person who is in any doubt as to his position should consult his professional advisers.

### PROCEDURE FOR APPLICATION

- Insert in Box 1 (in figures) the number of shares for which you are applying. Applicants must be for a minimum of 200 shares or in one of the following multiples:  
for not more than 1,000 shares, in multiples of 200 shares;  
for more than 1,000 shares, but not more than 5,000 shares, in multiples of 500 shares;  
for more than 5,000 shares, but not more than 20,000 shares, in multiples of 1,000 shares;  
for more than 20,000 shares, but not more than 50,000 shares, in multiples of 5,000 shares;  
for more than 50,000 shares, in multiples of 10,000 shares.
- Insert in Box 2 (in figures) the amount of your cheque or banker's draft. The amount of your cheque or banker's draft should be 135p multiplied by the number of shares inserted in Box 1. For example:  
1,000 shares would cost £135.00  
5,000 shares would cost £675.00  
20,000 shares would cost £2,700.00
- Date and sign the Application Form in Box 3. The Application Form may be signed by someone else on your behalf (and/or on behalf of any joint applicant(s) if duly authorised to do so, but the power(s) of attorney (or full duly certified (copy) copies) must be enclosed for inspection. A corporation should sign under the hand of a duly authorised official whose representative capacity must be stated.
- Put your full name and address in BLOCK CAPITALS in Box 4.
- See Notes 6 and 7 for joint applications.

- Your cheque or banker's draft must be made payable to Lloyds Bank Plc for the amount payable inserted in Box 2 and should be crossed "Not Negotiable". No receipt will be issued for this payment which must be solely for this application.

Your cheque or banker's draft must be drawn in sterling on an account at a branch (which must be in the United Kingdom, the Channel Islands or the Isle of Man) of a bank which is either a member of the London or Scottish Clearing Houses or which has arranged for its cheques and banker's drafts to be presented for payment through the clearing facilities provided for the members of those Clearing Houses (and must bear the appropriate sorting code number in the top right hand corner).

Applications may be accompanied by a cheque drawn by someone other than the applicant(s), but any monies to be returned will be sent by crossed cheque in favour of the person(s) named in Box 4 and 6 (if any).

If you are also applying on the Employee Plan and/or the Employee Green Application Form you must put a separate cheque or banker's draft to each completed Application Form.

- You may apply jointly with up to 3 other persons.

You must then arrange for the Application Form to be completed by or on behalf of each such joint applicant (up to a maximum of 3 other persons). Their full names and addresses should be put in BLOCK CAPITALS in Box 6. Letters of Acceptance in the names of joint applicants will be sent to the applicant named in Box 4.

- Box 7 must be signed by or on behalf of each joint applicant (other than the first applicant who should complete Box 4 and sign in Box 3). If a person is signing on behalf of any joint applicant, the power(s) of attorney (or full duly certified (copy) copies) must be enclosed for inspection.

- If you are unable to warrant in the terms of any of points (i), (ii) or (iii) set out below Box 7, you must delete the relevant warranty and give such further information as may be required. You must detach and send the completed Application Form by post, or deliver it by hand, to Lloyds Bank Plc, Registrar's Department, Issue Section, PO Box 1000, 11 Bishopsgate, London EC2N 3LB so as to be received not later than 10.00 a.m. on 10th March, 1988. If you post your Application Form, you are recommended to use first class post and allow at least 2 days for delivery.

PHOTOSTAT COPIES OF APPLICATION FORMS WILL NOT BE ACCEPTED. SCHRODERS RESERVES THE RIGHT TO REJECT MULTIPLE OR SUSPECTED MULTIPLE APPLICATIONS IN THEIR ENTIRETY.

### APPLICATION FORM

## UK PAPER Plc

Offer by Schroders of 29,477,944 Ordinary Shares of 10p each in UK Paper Plc at 135p per share, payable in full on application.

This Application Form, duly completed and signed, together with your cheque/banker's draft for the full amount payable on application, should be lodged with Lloyds Bank Plc, Registrar's Department, Issue Section, PO Box 1000, 11 Bishopsgate, London EC2N 3LB so as to be received not later than 10.00 a.m. on 10th March, 1988.

I/We offer to acquire

Ordinary Shares of 10p each ("shares") in UK Paper Plc (or any smaller number of shares for which this application is accepted) at 135p per share on the terms and conditions set out in this Application Form and in the Listing Particulars dated 2nd March, 1988 and subject to the Memorandum and Articles of Association of UK Paper Plc.

and I/We attach a cheque or banker's draft for the amount payable, to "Lloyds Bank Plc"

Date: 1988

### PLEASE USE BLOCK CAPITALS

1	Number of shares for which you are applying
2	Amount of your cheque or banker's draft
3	Signature of applicant
4	Full name and address of applicant
5	Signature of applicant (if not the same as in Box 3)

### PIN HERE YOUR CHEQUE/BANKER'S DRAFT\* FOR THE AMOUNT IN BOX 2

\* Cheques and banker's drafts must be made payable to Lloyds Bank Plc and be crossed "Not Negotiable". For this section only when there is more than one applicant. The first or sole applicant should complete Box 4 and sign in Box 3. Insert in Box 6 the names and addresses of the second and subsequent applicants, each of whose signature is required in Box 7.

### PLEASE USE BLOCK CAPITALS

6	Names and addresses of joint applicants
7	Signatures of joint applicants

Except to the extent that you delete any of the following, you warrant that:

- (i) you are not applying as (a) or as (a) nominee(s) or agent(s) for (a) person(s) who is/are (a) market maker(s) in the Ordinary Shares of UK Paper Plc within the meaning of section 81 of the Finance Act 1986;
- (ii) you are not applying as (a) or as (a) nominee(s) or agent(s) for (a) person(s) who is/are (a) market maker(s) in the Ordinary Shares of UK Paper Plc within the meaning of section 81 of the Finance Act 1986;
- (iii) if this warranty is deleted, please state the date on which application for registration as a market maker in respect of the shares was made to The Stock Exchange;
- (iv) you are not applying for registration as (a) or as (a) nominee(s) or agent(s) for, a body of persons established for charitable purposes only.

If this warranty is deleted, please state name of charity and registered number (where applicable).

### Availability of copies of the Offer Document

Copies of the Listing Particulars and Application Form, which have been published, may be obtained from the registered office of the Company, UK Paper House, Kemble, Stroud, Gloucestershire, GL8 3JG, or from the following branches of Lloyds Bank Plc:

Birmingham, 125 Colmore Row	Bristol, 55 Corn Street	Cardiff, 27 High Street
Edinburgh, 113-115 George Street	Leeds, 115-117 The Arcade	Liverpool, 100-102 The Strand
London, 6 Pall Mall SW1	Manchester, 53 King Street	Newcastle-upon-Tyne, 9-17 Collingwood Street







FLEET CARS

FOCUS

A SPECIAL REPORT

# Perks push up sales

**Two million new cars were registered in Britain last year, mainly thanks to purchases of company cars. This growing business is reviewed on the eve of the Fleet Motor Show opening at Wembley tomorrow**

**B**ouyant demand from the fleet car sector, particularly in the second half of the year, was largely responsible for pushing new car registrations in Britain last year past two million to a record 2,013 million. A prime factor in this has been the "tax-effectiveness" of the company car.

Fleets of more than 25 cars had a 19.1 per cent share of the market in 1987, 25 per cent in 1986 and last year 27 per cent, with fleet sales accounting for 542,784 new cars.

David Hurst, Ford's director of fleet sales, says his company had predicted that fleet sales would account for 26 per cent of a 1.9 million-strong market.

The unexpected growth has been spurred by companies giving more "perk" cars to executives they are keen to attract or retain. The trend is confirmed by *Monk's Guide to Company Car Policies 1988*, which also reveals that the size of major fleets increased by about 10 per cent in 1987.

Mr Hurst highlights the growth of the over-25 car fleets at the expense of smaller ones as companies switch to contract hire and leasing, so



David Hurst: a prediction

boosting the size of these operators' fleets.

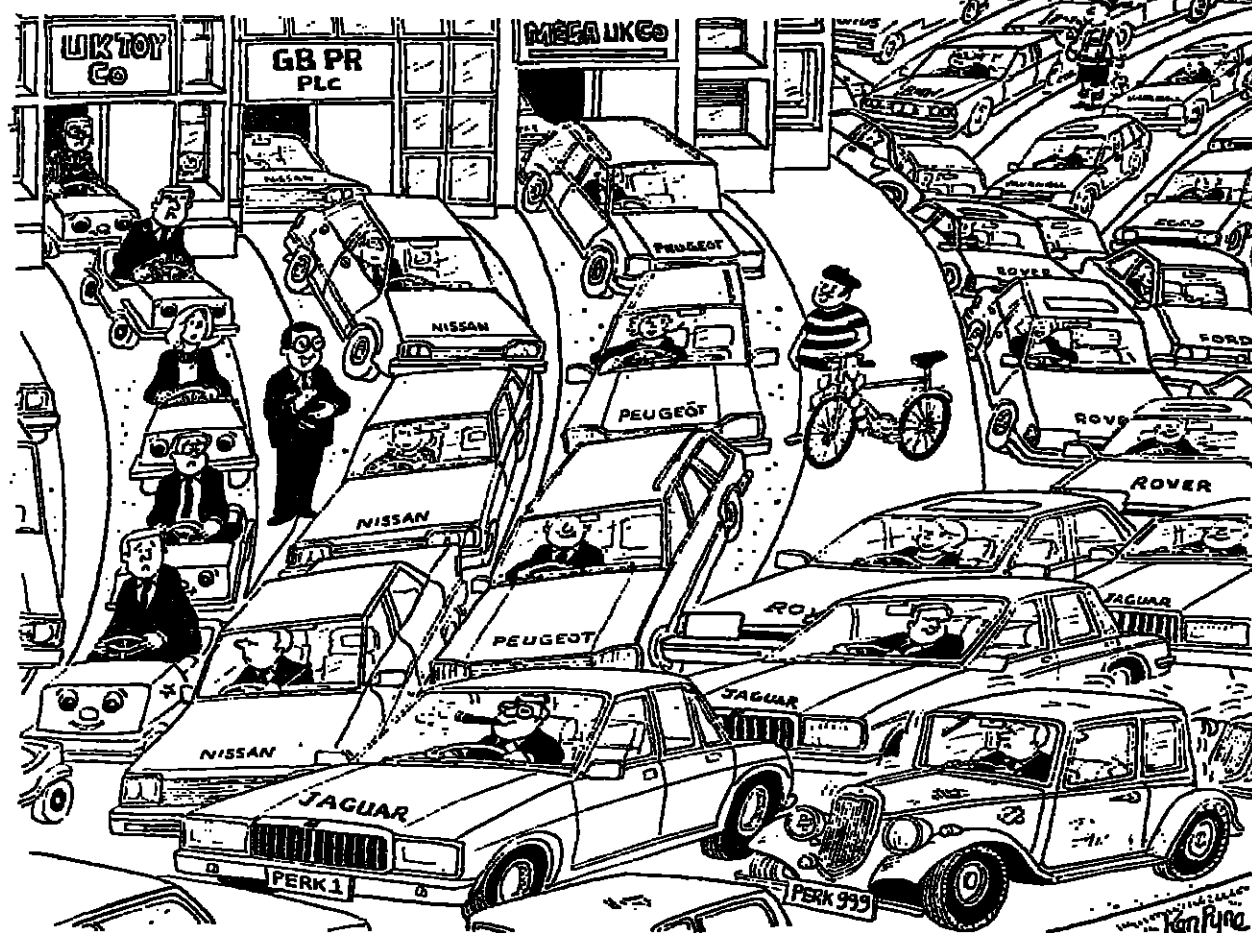
The substitution of contract hire or leased cars from the private retail sector has received a firm nudge from the main health authorities as they steadily turn their backs on the old-style system of paying essential car users a relatively high mileage allowance and instead lease cars for which employees make a contribution.

In the Solihull Metropolitan Borough Council alone, 600 staff will be eligible for contract hired cars. Employees will pay as little as £3.50 a week for a Metro 1.0 City used half on business.

Consequently, another strong performance from the fleet sector is predicted for this year. Mr Hurst says: "Presuming no significant changes to government fiscal policy regarding the taxation treatment of company cars both for the driver and his company, we currently believe that the fleet segment will grow in 1988 to around 28 per cent of total industry sales."

Sustained growth would result in the fleet sector accounting for around 30 per cent of the new car market by 1990. John Parkinson, fleet operations director for Austin Rover, concurs, expecting additional fleet sales of 20,000 to 30,000 cars in another total market of two million.

This optimism is supported by signs that many users have accepted that the way to reduce one of the main costs — depreciation — is to retain the cars for a shorter period so realizing higher residual values. Not only are the major rental fleets switching cars now, after less than six months, but Thorn EMI is to change a 9,000-strong fleet of



Vauxhalls every 11 months. Previously, vehicles were changed every three years, or after 40,000 miles.

The fleet sector for operators with between five and 25 cars is set to remain stable in 1988 as the increased demand created by good company profitability is likely to be balanced by the move to leasing. Overall, however, the small fleet/business user and over-25 car fleets account for 45 per cent of the total market.

According to the *Monk's* guide, among large fleets there has been a narrowing of the model choice over the last year though only 12 per cent of senior managers get no choice compared with 24 per cent of all sales representatives. But it is likely that this year two distinct patterns will emerge.

Companies with large fleets — there are 2,500 with more than 100 vehicles each — will be tempted to buy a range of models from a single manu-

facturer, so gaining purchasing muscle from increased volumes. The small firms, determined to keep the right personnel, will broaden the choice available. It will be a brave fleet manager who tells his chairman he can have no choice of model.

The growing popularity of leasing and contract hire has raised the question of whether vehicle choice should be determined below a price limit for each personnel grade or alternatively a monthly contract-hire cash limit be set.

*Monk's* clearly identifies a drift from the traditional cash limits, although Mr Hurst stresses that the "user-chooser" will clearly select on the basis of driver appeal. Many City stockbrokers last year gave employees a monthly leasing limit.

The latest data from a firm, Leasecontracts, provide some interesting comparisons, that "an Alfa Romeo 33 1.5 TI

five-door costing £7,799 has a higher operating cost at £252 a month, than the VW Golf GTi five-door at £248 a month but which costs £2,525 more at a retail price of £10,324."

The number of companies buying cars outright is diminishing. Ford's fleet director comments: "From a standing start in the mid-1970s Ford estimates that in 1987 around 30 per cent of all 25 car-plus fleet acquisitions were subject to a form of leasing/contract hire, leaving 70 per cent as direct purchase."

The split between contract hire and leasing is estimated to be 70/30 with leasing on the decline. Innovative schemes that give every type of user the optimum tax advantage will aid the growth of leasing/contract hire and spur competition.

This has already led to lease companies handing back money to clients if residual values or operating costs of a

fleet are better than forecast. The firm, Lease Plan, now operates an open calculation system and hands back money to 75 per cent of its clients.

Austin Rover's fleet chief, is certain there will be another two or three years of strong growth for the lease/contract hire sector.

Daniel Ward



Rover 827: The arrival of the 800-series hatchback in April will broaden the car's appeal

## Accepting the Ford challenge

The time when observers forecast that Vauxhall would catch up Ford in the fleet car market seemed notably distant in 1987. Rather than losing a slice of its dominant share, Ford increased it from 47.8 to 49.3 per cent of fleets of more than 25 cars and sold 267,606 cars altogether.

Vauxhall decided it should take a breather from chasing low-profit-margin business with the daily rental fleets and concentrate on producing an overall profit, writes Daniel Ward.

The latter was achieved but the company's share of the fleet market dipped from 27.7 to 24.2 per cent. It has not taken Vauxhall long to decide it must return to pitching for rental business and expects to push up sales in 1988 to the daily rental fleets from 2,500 to 11,000.

Austin Rover has yet to get within striking distance of Vauxhall's fleet sales, yet in 1987 it produced a creditable improvement as sales climbed from 67,691 to 90,072 and the company's fleet market share went up from 14.4 to 16.6 per cent.

Sierra's leadership of the fleet sector was reinforced in 1987 with the launch of the bootied Sapphire model. There were inevitably some substitutional sales but overall Sierra improved from a 15.1 per cent share in 1986 to 17 per cent last year.

Behind the evergreen Escort (13.3 per cent share) came the

Vauxhall Cavalier, trailing Sierra for the second year running and suffering a loss in market share from 14.5 to 11.9 per cent.

Behind the Sierra and Cavalier in the C/D sector, which accounts for 48 per cent of all fleet sales, came the Montego. Last year was billed as the year this car would make a year impression in the fleets but its success is debatable. Volumes for the eight best sellers rose from 22,516 to 25,159 but it still claims only 4.6 per cent of the fleet market.

In 1988 Sierra, Cavalier and Montego face new competition from the British-built Nissan Bluebird and Peugeot 405 at a time when the policy of buying British fleets is being steadily relaxed.

Rivals believe the newcomers will make steady rather than startling progress in the traditionally conservative fleet business, where it takes time to get on to "user-chooser" lists. The absence of good executive models is a

disadvantage when selling a model range to a fleet. The steady decline in sales of executive cars was halted last year by the arrival of new products. The Ford Granada continued to head the selling league but its market share slipped back as sales of the ??? Vauxhall Carlton/Senator almost doubled compared with 1986 to 17,024.

In its first full year about 9,584 Rover 800s were sold into the big fleets, and the arrival of the hatchback version in April will broaden the Rover's appeal in 1988.

Behind Ford, Vauxhall and Austin Rover in the overall fleet placings came Renault with a 3 per cent share, down from 3.4 in the previous year. Replacement of the R9 in the autumn will help to strengthen the range where it matters and the appealing R21 is likely to establish itself further, particularly among the leasing companies.

## Business Mann

Over the years Mann Egerton have supplied cars to an enormous variety of local authorities and companies.

Large companies, small companies, companies just starting out and some of the biggest names in the country.

Whatever their particular needs Mann Egerton successfully tailor packages to suit them and their employees. Always efficient, always caring, Mann Egerton's service is never more than a phone call away.

Today there are so many ways of financing and running a fleet that sound knowledge of the possibilities and expert advice are vital.

Thanks to contract hire, for example, you can run your business and leave the day to day management of your fleet to us.

Mann Egerton have both the expertise and the range of vehicles to ensure that the business of running company cars is a pleasure.

Talk business with a Mann in the know at the Fleet Show on Stand Q2, Block Q, Wembley Conference Centre, March 8-10.

**MANN EGERTON**  
BUSINESS SALES

CONTRACT HIRE AND LEASING  
5-7 ST. VEENST STREET, NORTWICH N6 1TP.  
TELEPHONE (0603) 763332

FLEET SALES:

CASTLE STREET, WORCESTER WR1 3NW. TELEPHONE (0803) 723101







FOCUS

FLEET CARS/2

# Appeal of the new Gallic style

Only four years ago anyone who dared to mention the name Citroën in the same breath as fleet business was subject to considerable ridicule. Its cars were not only controversial in appearance, extravagantly engineered and expensive to maintain but their handling and very Gallic ride was only matched by their equally quirky "cockpit" lay-out.

But they had a personality all their own and for that reason alone were bought mainly by drivers of similar extrovert nature. They were, however, anathema to cost-conscious transport managers.

Then, in 1983, came the new Citroën BX. This single model had such a far-reaching effect on the French company's fortunes that its staff now date their recent history as "Pre-BX or Post-BX".

Four years ago Citroën sold fewer than 26,000 cars in Britain. Last year it sold 49,011 with BX alone accounting for more than its 1983 sales of all models.

It was not just that BX was the first Citroën with standardized controls and a simple dashboard lay-out that was pleasing on the eye and conveyed instant information. It was also designed from the floor-pan up, to be serviced and repaired in the quickest possible time and that meant less expensive labour costs.

Its appearance was still individual enough to stand out in a car park but not so different as to be controversial.

Another development which has had a profound effect on Citroën's fortunes here was the arrival three years ago of a new managing director. Bernard Peloux, aged 44, was accompanied by the news from the industry's prolific grape vine that he was a "high flyer and hard driver".

He joined Citroën in 1969 and after a spell in New York returned to the

company's Paris headquarters. In 1973 he was appointed managing director of Citroën Norway. Then followed a spell in Nice, running the sales organization for south-west France. He had moved on to head Citroën Austria when the call came to sort out the struggling British operation.

He has three major assets in handling his British staff and dealers which were missing from his predecessors. Although as French as a Gauloise cigarette, he is married to a British-born wife, speaks fluent English himself and has a well-developed sense of humour. He has also worked hard at building up a good working relationship with British motoring journalists who are a great deal more persistent and demanding in their search for news than many of their French colleagues.

Citroën UK has sustained a larger rate of growth over the past two years than any other manufacturer or importer. This has largely been achieved on the back of BX which Peloux insists has yet to reach its full market potential. The smaller AX supermini introduced last

year is now beginning to take off, particularly in the self-drive hire sector.

In January A.I. Fullers International Car Hire placed orders for BX and AX models worth £3.5 million. Successes like that should help Peloux beat his 1988 target of 60,000 sales.

The star of the BX range is the diesel. Last year it was Britain's best selling diesel car with 11,197 sales. That was nearly one in eight of all diesels sold and represents a 36 per cent increase on 1986.

The new-found appeal of Citroën rests on several factors. BX has now proved the company's claims for very low running costs and ease of servicing and repairs. It is backed by a policy of maintaining replacement parts prices, which are competitive with major rivals.

This has directly affected a key element in fleet costs — residual prices. Trade guides put BX resale prices alongside, and in some cases ahead of, its leading rivals. Citroën's increasing commitment to fleet business is illustrated by the recent move to appoint 30 Fleet Centres to provide specialist services. They will all be exclusive Citroën dealers, upgraded to meet target standards set by the company.

Each will have a fleet manager backed by computerized systems, administrative support and a representative selection of demonstrator models.

Citroën took 2.3 per cent of the overall British market last year and is aiming for 3 per cent this year. But its long-term prospects are hampered by the damaging gap in its range caused by the poor sales of its aging big saloon, the CX. It is a very idiosyncratic car with speed-weighted, self-centring steering and insensitive brakes. A few test miles is usually enough to put off casual buyers.

That is a great pity because CX grows on you. Persistence certainly pays off. It is an excellent motorway cruiser covering huge distances and delivering its passengers in fine shape, thanks to its unique, self-levelling hydro-pneumatic suspension, well-designed seats and high gearing. The 2.5 litre turbo diesel CX is my favourite and, incidentally, one of the best production diesels around.

But Citroën's prospects in the executive sector will not improve until the new DX, with reportedly active ride suspension, is launched later this year. Realistically we cannot expect it to go on sale here before 1989.

In the meantime BX, and increasingly AX, are paving the way for Big Brother. By the time it arrives, a lot more contented Citroën owners will have spread the gospel that they are no longer confined to a minority of fanatics.

Clifford Webb



Bernard Peloux, the managing director of Citroën UK, with a BX16: part of an unmatched sales success

## Luxury demand forces pace

When Volvo launched a "tax-efficient" version of the 740 series to appeal to the company car driver, it underlined the importance of the up-market marques now attached to the UK fleet car market, writes Daniel Ward.

Not that they relish being associated with the fleet market as it has connotations of sales reps in well-worn Cavaliers chasing up the M1.

In the manufacturers' eyes the target is the business driver who is increasingly being given considerable freedom in which company car he or she drives. This trend appears to affect the top marques in different ways.

For Jaguar, which sells 99 per cent of its vehicles to companies, the traditional demand from directors and executives for XJ6 saloons remains, while the chairman takes a Daimler. But companies in the financial sector, in particular, are allowing the choice of XJS coupés to top-calibre staff whom they are keen to retain.

Pat Smart, Jaguar's fleet car sales manager, says selling sports cars to the financial institutions has never been seen before but many are now allowing staff to select the 3.6 litre XJS, where previously they bought Porsches.

The launch of the cheaper 2.9 litre XJ6

has given Jaguar a chance to offer an alternative to top-line Ford Granadas or small Mercedes, though many companies have yet to relax their entrenched policy of restricting Jaguars to company directors.

Mercedes may be widely used as taxis in West Germany, but in Britain the image is very different. However, Mercedes no longer restricts sales to fleets, and customers include the daily rental fleets such as Hertz, Avis and Europcar.

Budget, Mike O'Rourke, Mercedes GB's marketing director, emphasizes: "It is a tremendous opportunity for people to try our cars."

For the company car driver previously offered the choice of a Granada or Rover, a bottom-of-the-range Mercedes is increasingly appearing as an alternative.

The same is true for Volvo. Some companies have been forced to include a Volvo estate on the selection list for executives, following the demise of the Granada estate. In the past two years Volvo fleet and business sales have doubled to 27,000, compared with stable sales of 27,000 to 30,000 VWs and Audis in this sector.

The company's top fleet car is the Golf GTi, which highlights the freedom of choice now given to more and more company car users.

Richard Stark, fleet service manager for VW/Audi, identifies "a slight increase in the small fleets in the last year as vehicles are very much part of the salary package."

The fleet car market has not been without its headaches for the up-market marques. The steep price rises claimed by the West German manufacturers provide problems when most employees are still given price limit bands for selecting company cars. Mr Stark says the Audi 80 was forced to jump up a "band" when the more expensive new model was launched.

Mr O'Rourke emphasizes that companies have not increased their prices to keep pace with the manufacturers' price increases.

Fleet sales of up-market models is set to increase as increasingly affluent staff demand a discerning choice. Yet for the manufacturers there is a need to strike the balance between rising sales and exclusivity, which ultimately will determine how much can be charged for a product.

No fleet manager has ever bought 20,000 cars in a single deal from just one car manufacturer — not, that is, until the electrical and television rental giant Thorn EMI announced last year that it would buy 20,000 Vauxhall cars over a two-year period.

The company already had one of the largest fleets in Britain with 10,000 cars, varying from small estate cars for carrying television sets to the chairman's Daimler. However, the decision to move from buying 3,000 cars annually to taking delivery of 10,000 Vauxhalls every year marked a fundamental change in fleet car management, writes Daniel Ward.

Like many major companies, Thorn previously operated the tried and tested policy of selling cars when they were three years old or had covered 40,000 miles.

This remains the case for the 1,000 senior management cars costing between £12,300 and £23,000. For the remaining 9,000 cars, more than 5,000 of which are Astra/Esprit-size estate cars used by the television rental companies, Thorn established a radically different policy.

Barry Burford, Thorn's corporate purchasing director, explains that the obvious way to reduce fleet car costs is to buy more vehicles and from fewer car makers or, pref-

## Vauxhall score a 20,000 deal

erably, from one maker — they are cheaper that way.

There are further significant financial gains if the cars are sold at higher secondhand prices, which can be achieved if they are sold after less use than previously.

When balancing the two key factors, Mr Burford says: "The optimum was to go for

### MANAGERS

10,000 vehicles annually and changing them every 11 months. Keeping the car for 11 months has the advantage of selling it with one month's manufacturer's warranty, which is important for a dealer buying the vehicle."

Changing the cars so frequently brings enormous savings on maintenance costs as many vehicles will be serviced only once in their brief life with Thorn EMI.

Though a fleet car may cover an average of 18,000 miles in 11 months, its second-hand value is favourable because it has been driven by only one employee, in contrast to a vehicle from a daily rental fleet.

And while the rental companies change fleets at six months and large companies switch at two years, Mr Burford believes there is a gap in the secondhand market for good one-year-old vehicles.

He has no doubt about the level of savings from the Vauxhall deal. He says: "The annual savings are in the region of millions of pounds each year and on-going."

No one is saying how much was paid for the new cars but it is clear the switch from buying 3,000 cars a year, across perhaps four makes to 10,000 from one manufacturer, has greatly increased Thorn's purchasing clout.

At a time when even sales representatives expect to be able to choose their company car from a list of alternatives, how was the agreement greeted by employees? "The bad news is that there will be only Vauxhalls offered and the good news is that the vehicles will be changed every 11 months," Mr Burford retorts cheerfully.

The Vauxhall agreement is largely for the vehicles costing between £7,800 and £11,300. Employees can choose from options such as metallic paint and automatic transmission. Geoffrey Walker, Thorn's distribution manager, emphasizes: "We are very careful to list options which will improve the residual value and here metallic paint is a very good investment."

Vauxhall won the contract in competition with Austin Rover and Ford. The key car for evaluation was the small estate and here the Austin Maestro was at a distinct disadvantage against the Astra and Esprit estates for the role of television set carrier.

This ruled out Austin Rover, although Mr Walker reveals that a fleet of Rover 200s would have provided the lowest running costs of any vehicles available because of

Cavaliers have a good record of reliability

their reliability and strong residual value.

Against Ford, Vauxhall reaped the benefit from the Cavalier's good reliability record in fleets. "Vauxhall was very much more responsive and positive about the arrangement than Ford," says Mr Walker.

The Astra's better economy and interior space was also taken into account. "We like the Astra; it is a newer generation vehicle than the Esprit," says Mr Walker.

The Vauxhalls are bought through 16 fleet specialist dealers who have performed well, according to Thorn. To buy the fleet, Mr Burford explains: "We buy the cars then re-sell them to a merchant bank and lease them back because we don't believe in tying up our assets."

While Thorn has provided a highly visible return to single-source buying of fleet cars, perhaps checking the rise of the "user-chooser", Mr Burford sees no scope for limiting the choice of company car to executives.



Front and rear of the Merit, in the popular Astra range

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## FLEET CARS/3

## FOCUS

Clifford Webb, motoring correspondent, looks at the market where the choice starts at £12,000 — and the limit can go well above £22,000



When to travel means to have arrived: above, Mercedes of the 200 to 300 E series; 320i of BMW, and the Ford Sierra RS Cosworth "executive express" — maximum speed 150 mph

## Travelling the prestige way

The term "executive car" can span an enormous sector of the market and represents a growing market. On current prices, it stretches from around £12,000 to £22,000 but many companies permit senior executives to go higher, especially if they pay privately for optional extras. Buying British has been observed with more laxity in this sector than lower down the price scale. Yet there has always been a hard core of companies that insists managers should "show the flag".

This has become increasingly difficult in recent years because of the problems in defining what constitutes a British car. Big sellers such as Ford's Granada and Vauxhall's Carlton-Senator are made in West Germany and even the Cowley-assembled Rover 800 series uses some Japanese engines and gearboxes.

Jaguar is the most British

car but even it is importing components from the Continent, such as West German-made anti-lock braking systems. Once considered a luxury rather than executive car, Jaguar is established at the top end of the executive market; prices start at £18,400. The top-range Granada 2.9 EFI Scorpio costs a shade under £20,000, the new Vauxhall Senator 3.0 CDi nearly £300 more, making both the Jaguar XJ6 2.9 and 3.6 models strong contenders.

The full choice is bewildering. At least a dozen manufacturers are offering up to 10 executive models. Ford's extensive Granada line-up of 2.4 and 2.9 models has been reinforced by a new "Executive Express" the £19,000, 150-mph Sierra RS Cosworth.

The body is a discreetly embellished version of the

Sierra Sapphire, the boot development of the older Sierra hatchback. The combination of a rip roaring engine and a mass-produced family saloon body is hardly a status symbol, the crucial requirement for any successful executive car. The interior is a little too "ordinary" for my taste.

Despite this the Cosworth has sales winning appeal. It is above all a driver's car and there is a significant number of young, and not so young,

### EXECUTIVE

drivers holding senior jobs who like to consider themselves "hard" drivers.

Plenty of rival performance cars would give them near-comparable speed and excitement but few can revert to such docile, relaxed manners as the new Cosworth.

Another new contender is already piling up a big order book, yet will not go on sale here for another three months. Even then some people will have to wait a great deal longer for the new BMW 5-Series. A huge demand from other European markets means it will have to be rationed for most of its first year.

Prices are expected to start at £16,000, compared with £13,600 for the present entry level 520i. At long last, however BMW seems to be getting the message about optional extras which competitors, especially the Japanese, include in their standard price. It has been far too prone to publicize retail prices relating to very basically equipped models, then inflate the price with optional extras.

The new 5-Series is better equipped. All models from the mid-range 525i up will have anti-lock brakes as standard. Longer and wider than its predecessor, it bears a family likeness to the new luxury-

ously equipped "hi-tech" flagship, the 7-Series.

Vauxhall has boosted its executive hopes in the last 18 months with the launch in 1986 of the new Carlton followed last year by the even more up-market Senator. Carlton carries the bulk of the General Motors subsidiary's drive with five saloons and three estates costing from £12,000 to £18,500.

Voted "Car of the Year 1987", it is a good-looking, smoothly contoured car with a huge boot. There is a choice of 1.8, two and three litre engines with a wide range of trim and equipment. Senator is a larger Carlton look-alike with a controversial "potato-masher" grille reminiscent of early postwar racing cars.

Vauxhall is wisely restricting the range imported from Russellheim to three versions, with a choice of 2.5 and 3 litre engines, all fuel-injected and costing from £15,275 to £20,414. It has an even bigger boot than Carlton.

The sales prospects of the Rover 800-Series and its Honda "brother", Legend, have been much improved recently by the arrival of a modified version of the V6 engine they both use. With the capacity increased from 2.5 to 2.7 litres and revised air-flow management, it gives the "twins" the punch that was missing from the lower end of the rev band, making them slushy in the area most often used by business drivers.

Austin Rover has benefited in the interim from the availability of its much praised Longbridge built two-litre engine, which powers four of the seven 800 models sale (£12,489 to £21,380). Against this, Honda offers only two Legends, the saloon (£17,750) and the newer coupe (£24,000). The latter is imported built-up and not assembled like the saloon at Austin Rover's Cowley

factory. Rover will launch a hatchback version in a few months' time.

Audi has just given its 100 range a timely "wash and brush-up". Externally the car that began the motor industry's present obsession with record-breaking drag co-efficients leading to improved fuel consumption and speed is apparently so good that it is not worth changing it. Only when they are pointed out are you aware of such minor modifications as flush-fitting door handles, hinged wiper arms and revised badging similar to the style set by the new Audi 80 and 90.

The rear track has been increased to improve road-holding and the car's visual appeal. The interior — always the 100's weakness — has been improved by adapting the wrap around dashboard style

with electronic speedometer and tachometer which received so much favourable comment when it appeared on the 80 and 90.

Only two versions will be imported, starting next month, the Audi 2.2E and the similarly powered four-wheel-drive Quattro. There will also be two Avant fastback-estate models and a turbo diesel.

Though small for the generally accepted concept of an executive car, the Audi 90 2.2E is an exciting, innovative car capable of whetting a lot of appetites. At £15,815 it is expensive but well within company budget. As a weekend family transport, it has one serious weakness: the boot is ridiculously small.

Mercedes has long been favoured in this sector. With the arrival of the smaller 190 some four years ago, its range

was extended downwards to take in the whole of the executive market. Originally introduced with a two-litre engine only, it now offers a choice of engines up to 2.6, including a 2.3, 16-valve "flyer" developed in conjunction with Cosworth and two diesels.

With seven models in the larger 20-300 range, prices start at £13,850, rising to £24,250 for the 300E three-litre. Brand loyalty is the Stuttgart company's biggest asset. People aspire to a Mercedes for most of their working life. Many never make it, but those who do seldom switch allegiance and continue to trade up to plusher models as their careers advance.

The French made little impact until the Renault 25 appeared with a Gallic flourish in July 1984 and proceeded to make nonsense of the long-held view that our friends across the Channel could not make a business car with a European, as opposed to French, appeal. There are five versions starting with the two-litre GTS costing £11,580 and reaching £20,400 for the very fast 25 V6 Turbo. Last year Renault sold nearly 8,500 25s giving it just under five per cent of the executive sector.

The Citroen CX with its fiercely reacting power steering, on-off brakes with little feel and strange lopping ride has as many critics as friends. Its supporters however are among the most fanatical in their devotion, considering

the CX an extension of their own extrovert personalities.

The Peugeot 505 is approaching its tenth birthday and despite last year's facelift looks its age. A replacement is due next year so there is no question of another interim clean-up. It has long been one of my favourites, offering a rugged, conservative look allied to long-legged cruising in comfort to a degree that is only now becoming available in competitors.

There is plenty of passenger space and the boot is still one of the biggest around. The pity is that given a better launch in this country with a half decent sales campaign to back it the 505 could have done a great deal better.

A modern contender which in my view is one of the outstanding newcomers of recent years is the Toyota Camry. Even the cheapest version, the two-litre GLi costing £11,810 is comprehensively equipped. It has excellent road-holding and gives passengers a quiet, cosseted ride usually found only in more expensive cars.

Toyota's problem is that with supplies severely restricted by the 11 per cent quota for Japanese imports, it cannot campaign for the Camry as it would like.

The Fiat Croma has no such restrictions, gets plenty of promotion yet fails to make the impact warranted by its very keen pricing, performance, economy and comfort. Prices range from the "give-away" Croma 2000 CHT at £9,634 to £14,664 for the fast 2000 Turbo.

If it has a failing, it is its chubby, clipped appearance, which gives the impression of a smaller car. In fact it is quite spacious with a huge tailgate.



Jaguar XJ6: The marque, once considered luxury, is now established at the top end of the executive market

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# FOCUS

FLEET CARS/4

## Luring the top buyer



The fleet manager is the paramount figure in the fleet car strategy of the car manufacturers, *Clifford Webb writes*.

The makers go to extraordinary lengths to persuade him to include their models on his approved buying list. But his crucial role is now being challenged by a new and increasingly important decision-maker — the "user-chooser".

Some fleets stick rigidly to one make. They range from luxurious models for senior executives to mass-produced, small-medium saloons for sales "reps". Cars are allocated according to a clearly-established pecking order.

It is a simple, easily-worked system which enables company garages to keep maintenance costs to a minimum by limiting stocks of spares. Concentrating on one model also makes mechanics more efficient.

It has one serious flaw, however. It completely eliminates individual tastes. Com-

### USER-CHOOSER

pany car users feel restricted and regimented. They have no personal pride in their allocated car and that brings the danger that they will not take care of it.

The "no choice" fleet was almost universal in the 1960s, since when it has gradually been replaced by the more flexible "Selected List".

Transport managers had come to realize that by including more than one make in their fleet they could play off one against the other when negotiating prices. They were also better covered in case the latest model from a single supplier proved unreliable, unpopular or just expensive to run.

"Selected fleets" usually offer employees a choice of three makes. Employees are told what the price ceiling is for their grade and left to make their selection from the list. This is the system believed to be most widely used today.

The third method gives company car users complete freedom of choice, limited



only by cost. Some fleets go a little further by imposing a ceiling on running costs to ensure that the choice does not include thirsty, high-performance jobs.

With these changing patterns in buying it will be seen why the "User Chooser" now figures so prominently in manufacturers' planning. But how best to woo him? The methods at present employed are diverse but so far only one has surfaced as being the overriding attraction — status.

There was a time when fleet cars were stripped-down versions, made specially to meet demands from fleets for basic, cheap transport. This was particularly true of hire fleets.

Today's entry-level fleet car is very different. It will almost certainly have a radio-cassette player, probably a sunroof, internally-adjusted door mirrors, well-upholstered seats and attractive trim.

The pacesetter here is Nissan. The Bluebird 1.6 LS comes decked out like a top-range luxury car with electric sunroof, electric windows, central locking, electric aerial, expensive Blaupunkt radio-cassette, adjustable steering, tinted and laminated glass, twin trip recorders and four-speed heater fan.

Unfortunately, this lavish specification does not include power steering and the one thing Bluebird needs above all others is power steering to



reduce the tiring physical effort required for slow-speed cornering and parking.

One unexpected spin-off from the "User Chooser" trend is his, or her, reluctance to take diesels. With the arrival in recent years of quieter, fast-revving, quick-starting diesels, designed expressly for cars, instead of adapted from commercial vehicle use, transport managers have been quick to appreciate the considerable savings to be made by high mileage users.

It is simply the diesel's ability to squeeze more miles from a gallon of fuel than a petrol engine. Equally important are cheaper diesel fuel, considerably longer engine life and about average resale

prices. These combined more than off-set the extra cost of the diesel engine.

Diesels have long been popular on the Continent and it was natural that Continental companies like Volkswagen with the Golf diesel, Mercedes with the 190 and 200 and now the fast growth of the market for all Peugeot and Citroën should make the running.

Today Peugeot is reckoned to hold 25 per cent of the UK diesel car market and its partner company Citroën 14.7 per cent. The Citroën BX is the market leader. Between them the French pair total 39.7 per cent compared with Ford's 29 per cent. This strength in diesels has been the key to obtaining entry to fleets

previously closed to the French.

But it is only in fleets operated on a "no choice" basis that diesels have made any real headway. Given a choice, company car users still plumb for petrol cars. The explanation, according to fleet operators, is that diesels are still perceived to be noisy, smelly vehicles, driven by people wearing overalls instead of business suits.

"It is the old question of status. The feeling is that if you are driving a diesel you must rate pretty low in the company pecking order. We even persuaded some of our senior people to drive diesels in an effort to lift their image, but it is a slow process," says

Volkswagen's Golf GTI, left, and Nissan's Bluebird 1.6 LS

how one fleet executive summed it up.

Knowing that status is the paramount factor for the "User Chooser," every manufacturer is spending vast sums of money on advertising to improve his product's public image. The Peugeot 405's dramatic sugar cane advertisement and Audi's clever *Vorsprung Durch Technik* are good examples. The message is simple: "You feel superior when you drive our car".

Success on the track is another expensive ploy. Drivers of quite ordinary family saloons are persuaded that they are at the wheel of something special because its manufacturer has won the World Rally Championship or provided the engine for the current Formula One Grand Prix Champion.

More than any other single development the User Chooser has opened up fleets to foreign cars imported in relatively small numbers. It is this very factor, bringing with it the promise of "exclusivity", that attracts this user.

The fleet manager of a large Midland group told me: "He has not made my job easier because now our fleet is operated with a selected list of four different makes. I am spending more and more time seeing fleet salesmen who want to get their cars on the list."

## Buy British but face a challenge

### MEDIUM

If you accept the description of the fleet market as embracing any car purchased with corporate funds, then 40 per cent of the two million-plus cars sold in Britain last year were fleet cars; an astonishing 800,000 cars, writes *Clifford Webb*. Of these, no fewer than 42 per cent were in the upper-medium sector dominated by Ford's Sierra hatchback and Sapphire saloon.

The size and importance of the fleet market in Britain is unique. No other country comes anywhere near it and with the upper-medium sector accounting for two out of every five fleet cars it assumes a vital role in any manufacturer's growth plans.

Peugeot is particularly well placed with the new 405 assembled at Coventry. It was voted "Car of the Year 1988" by the biggest winning margin since the award was introduced 25 years ago, and has at least a nine-month lead on the new Vauxhall Cavalier, which is expected to replace as the second best fleet seller.

It is more than six years since the current front-wheel-drive Cavalier appeared and quickly became the number one fleet car. Despite a facelift last year, it is now slipping further behind the Sierra. But the Cavalier is still popular and the fleet buyer for a Midlands engineering group told me: "Pound for pound, taking into account both purchase price and running costs, it will still hold its own with most of the competition."

Initially there are eight 405 models to choose from with three engines — 1.5, 1.9 and 1.9 injected. They will be joined by two 1.9 diesels in April, and a 1.8 turbo diesel in May. With the 405 diesel selling in a market sector that accounts for nearly half of all cars bought in Britain it should make a big impact.

Sierra is still the car to beat.

Initially shunned by transport managers because of its controversial "jelly mould" shape, it now has bigger glass areas, an even smoother nose with flush-fitting headlamps. With minor modifications to improve resistance to side-wind problems, more sound deadening insulation, better door seals and more economical engines it is now a firm favourite and will be very difficult to dislodge.

I think that the Sapphire is a better looking car and has the best ride. It is a pity, however, that the boot lid does not open down to bumper level.

The third of the Big Three contenders is the Montego, launched in 1984 but so plagued in its early days by quality and reliability problems that even today's improved versions are an anathema to many fleet managers.

It is a tragedy that has been repeated all too often at Austin Rover. The Rover SD1 — now replaced by the Rover 800 series — was the saddest case. Here was an outstanding "Car of the Year" design which was blighted for the whole of its life by poor quality.

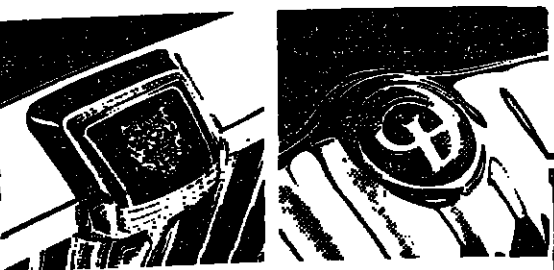
Montego still has at least two more years to go before it is replaced. Given the improvements which have taken place in the past year, and with others on the way, it could yet go out with its head high.

Nissan has high hopes for its British-built Bluebird — indeed success in the fleet sector is crucial to its long-term plans for the new factory at Washington, Tyne and Wear. This year it will build more than 40,000 Bluebirds, almost all for sale in the UK. By the early 1990s it will be producing 200,000 Micras and Bluebirds.

The 1.6 LS Bluebird hatchback is the cheapest version yet. Despite its competitive £8,297 price tag, it is equipped as standard with electric sunroof, electric windows, central locking, Blaupunkt radio-cassette and adjustable steering.

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**RAC fleetcontrol**



## FLEET CARS/5

## FOCUS

# Luxury hire cars survive the big crash

The stock market crash seems to have been a non-event for the car-rental market, even at the ultra-luxurious end of it, where Guy Salmon Rentals believes it is market leader.

Since earlier this year, when it took over the Town and Country car-rental chain, one of its key competitors, the firm has had in its hiring stable motoring exotica including the Ferrari Testarossa and the Lamborghini Countach QV, as well as top-of-the-range Porsches, Mercedes, Jaguars and BMWs, together with Rolls-Royces and Bentleys.

Mrs Sue Williams, head of marketing, said: "There may be yuppies owning Porsches, who have had to turn them in, but we have noticed no effect from Black Monday. This is probably because such a mixture of people hire the more exotic and luxury cars."

"The businessman who runs a Rolls and makes a trip

to another city naturally hires a Rolls while he is there. Then there is the younger man who treats himself for the weekend by hiring a more exotic car."

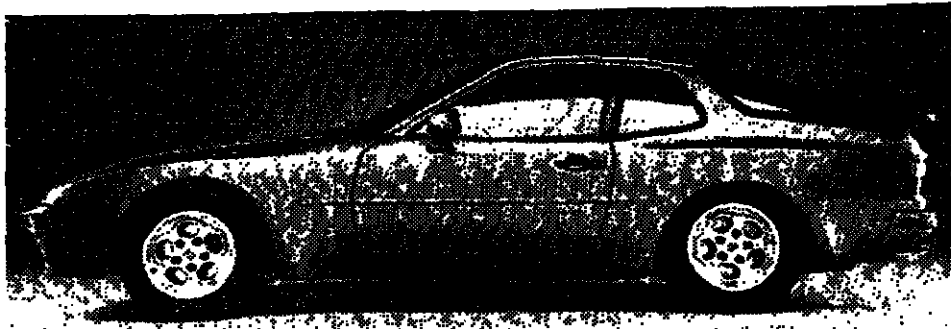
"There is one client, a top salesman, who when he earns a special bonus hires a Porsche 911 Carrera, which costs just over £1,250 for a week, or about £500 for a weekend."

The Ferrari, list price £87,000, and the Lamborghini, £86,000, each cost nearly £4,000 a week to hire. Renting a Rolls costs about £400 a day.

The most popular car in the Guy Salmon fleet is the Ford Escort, but luxury cars still account for 70 per cent of turnover and the firm has increased its number of cars at this end of the market by 15 per cent in the past four years.

There is an increasing demand for chauffeured cars, mostly for business, including airport transfers and evenings out. A chauffeured Jaguar costs about £200 a day, compared to £100 to hire the car.

Overseas visitors can still be



The Yuppiemobile: Porsche, still a favourite with hirers, costs about £500 for a weekend

## RENTALS

tempted by 13-day tours of Britain in a chauffeured Rolls for £5,000, plus hotel accommodation and meals.

Guy Salmon, which is now part of Mercantile Credit, has 10 rental outlets, mainly in key cities, but with Town and Country it has acquired about a further 30, including airport locations at Edinburgh and Glasgow.

The top five car rental operators are Europcar, Avis, Budget Rent a Car, Hertz and Swan National. Kennings, based in Chesterfield, Derbyshire, is a key national chain.

Europcar, the market leader with nearly 300 locations, includes the Godfrey Davis car rental chain, with its extensive representation at British Rail mainline stations. Hertz and Avis have seized a big share of airport traffic but have been driving hard into other sectors.

Since flotation, Avis in Britain has been stepping up its number of outlets, partly through franchised or, licensed, outlets. It now has 130 outlets of which about 50 are licensed. The aim is to have 200 outlets by 1990.

The Hertz business in Britain has grown by more than half in the past year. The American-based Hertz was bought out by its management last December with financial support from Ford.

Hertz, which has a marketing partnership with British Airways, claims a 40 per cent increase in its tourist business. The car rental market as a whole grew by about 10 per cent last year, Hertz believes.

Swan National has specialized in the corporate sector but has been spreading its wings elsewhere. Budget has secured a big regional spread by growing quickly through franchising, although it has

also been mounting an attack on airport traffic.

Market shares of the top five operators still range from only 6 to 11 per cent, according to a study compiled for Budget. Together they account for up to 45 per cent of the total car rental fleet of about 130,000 cars and 35,000 vans.

There are about 1,500 rental operators in Britain, half of them being comparatively small, like the typical garage round the corner.

The Budget survey echoes the Hertz optimism about growth. The car and van rental market was expected to have grown 9 per cent during 1987 to £440 million; this despite the fact that only 12 per cent of adult Britons have ever hired a car and 6 per cent a van.

Business users are the backbone of car rental demand in Britain, as elsewhere.

Derek Harris  
Industrial Editor

# Plastic magic makes the motoring easier

Fleet car operators are increasingly using that style of specialist plastic known as fuel cards although the latest versions are now much more than simple charge-cards, writes Derek Harris. They can be sophisticated management tools for tracking costs and employee performance as well as whittling down small-time fraud.

There are three leading specialist cards. Dialcard was originated by Dial Contracts, the vehicle-leasing arm for Mercantile Credit, headquartered near Swindon, Wiltshire, has been bought out by its management, with stakes held by the Prudential Insurance group and Wells Fargo, the American bank. All Star, part of American-based F H & I, is also Swindon-based.

Among oil companies operating charge-cards are British Petroleum (whose scheme is operated by All Star), Esso (operated by Overdrive) and Shell. The Esso and Shell schemes usually tie the users to buying only the fuel of the oil company concerned.

One estimate is that these card operations alone amount to about 625,000 cards so far in circulation. Most of the

growth has come since 1983 after the launch of Overdrive and Dialcard.

Companies taking up the card schemes tend to get what they pay for. There is no charge for the simpler fuel charge-cards but the more management information provided, the more the charge grows, starting at about £2 a year a card.

Dialcard charges for the average size of car fleet about £2 a car a month. The user gets a system which helps control running costs, covering vehicle maintenance as well as fuel and oil. Transactions such as

repairs, routine service, windscreen replacement, tyres, batteries and exhausts are all covered.

Monthly transaction reports give the location as well as the name of each garage and filling station used, together with day and date. To help check on anomalies, average vehicle consumption figures are given for all vehicles of the same make and model in a given fleet.

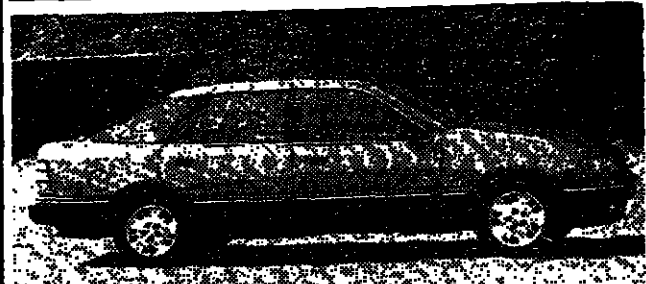
Recently improved reports

also automatically highlight questionable mileage figures and fuel costs.

David Easby, Dialcard general manager, said: "We have invested in enhanced data processing capability to further expand the system's usefulness and scope."

The depth of detail in Dialcard reports, otherwise difficult to obtain, has been increased because a substantial proportion of Dialcard customers has been found to use the monthly reports to check the routes of delivery drivers or call patterns of sales personnel. Dialcard deals with many sizes of fleet, from less than a dozen vehicles to about 5,000. The average fleet size is 75.

Detailed reports of the specialist charge-cards could help achieve better prices when a company car is sold, according to Geoffrey Faulkner, Dialgroup's managing director. He said: "When the time comes for a vehicle to be sold, the reports mean the operator has a readily available service and operating record, together with independently documented mileage. There are also the running costs per mile statistics."



Boardroom bonus: Ford's top-of-the-range Granada Scorpio

# Buy or hire? That is the tax problem

Any collector of trade jargon would be delighted by the world of vehicle financing which is especially exercised by two concepts: contract purchasing and operating leases. Both appear to be having considerable impact on a highly competitive leasing market which is not only growing but changing, writes Derek Harris.

At one time, companies running a car fleet would mostly have bought vehicles either from cash resources, through bank borrowings or on hire purchase. About two-thirds still buy their cars outright but increasingly companies have turned to new financing offerings.

There are finance leases — mostly provided by finance houses, including some merchant banks — which put up the cash for vehicle purchase against a payback arrangement running, usually, over several years. It is the vehicle user who shoulders the rest of the responsibilities of operation from servicing to the final sale of the vehicle.

In 1986 car leasing saw growth of nearly 40 per cent to a value of £814 million, according to the Equipment Leasing Association (ELA), the trade body for leasing companies. It looks as if there was further growth last year.

This has surprised some in the trade because finance leasing grew rapidly during the period, in the past, when substantial capital allowances could be claimed on vehicles. From last July, moreover, finance-leased vehicles have had to be shown on company balance sheets.

What may have kept up the leasing trend for the finance houses is what appears to be a growing popularity for the operational lease. Under this the financing organization effectively takes on an element, albeit a comparatively small one, of the risk on the residual resale value of a vehicle. What that does is sufficiently to change the contract to allow a vehicle again to be taken off the balance sheet.

The most striking trend-setter in methods of vehicle financing in the past few years has been contract hire. This is the system where the contract hire company shoulders virtually every responsibility for a vehicle from purchase, putting it on the road fully insured and taxed and carrying out all servicing to the final sale.

Various estimates suggest contract hire now has more than a fifth of the company car market — possibly as much as 23 per cent — which is double the penetration it had in 1981. It could be growing at between 15 and 20 per cent a year.

Len Clayton, commercial director of Swan National Leasing, which is part of TSB, the banking group, said: "I believe the market is still growing at a firm 12 per cent a year, mainly because companies are moving away from outright purchase."

The 1988 edition of *Monks' Guide to Company Car Policy* shows that in a survey of 100 companies using some form of leasing, the proportion opting

for contract hire had moved from 15 per cent to 29 per cent during last year.

The number of vehicles the companies were running on contract hire had, however, risen only 4 per cent, suggesting that an increasing number of smaller businesses were taking up contract hire.

But there is a problem for contract hire. For vehicles costing £8,000 or more there is an escalating discrimination imposed by the Treasury. Below the £8,000 mark, 25 per cent "write-down" tax allowances can be claimed by businesses owning cars and in the case of rentals all of these can be set against taxable profits. Above £8,000, disallowance sets in and becomes greater the higher the price of the car.

Action by the Chancellor to deal with these constraints is long overdue, according to Norman Donkin, managing director of Lease Plan UK, the Windsor-based Netherlands-owned leasing company.

He believes that if the Chancellor makes no changes there will be a rapid growth in the use of hire purchase or loan financing to avoid the rentals disallowance. These would then be linked to fleet

## FINANCING

management deals where professionals, like contract hire operators, take on all the day-to-day running and planning responsibilities.

Swan National Leasing has an imaginative introduction called a contract purchase scheme, which is written so that, as with outright purchase — say through loan financing or hire purchase — the company running the car is not penalized on corporation tax, even if the vehicle costs £8,000 or more. Lost allowances on executive cars cost companies at least £500 to £700.

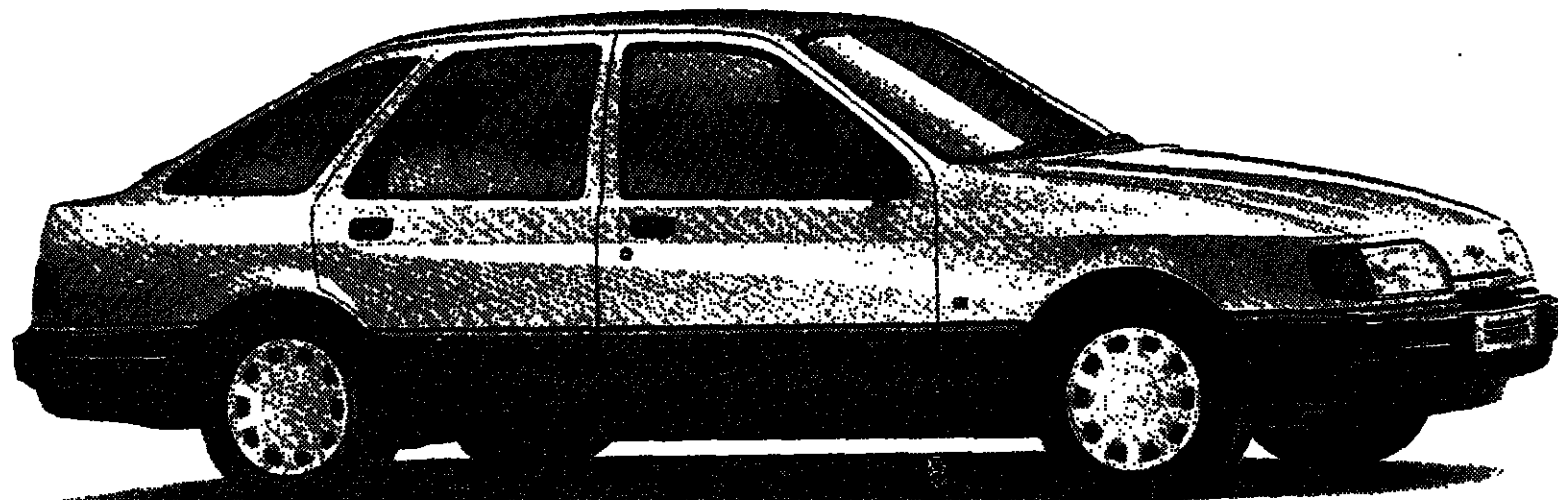
But the advantages of contract hire are still retained. Crucially, there is a guarantee on the car's residual value when finally sold. The services usually associated with contract hire, like vehicle servicing and provision of back-up cars, can be provided for a fixed monthly charge.

Swan National has taken 12 months to develop the scheme, said Mr Clayton. It meant, for instance, getting the backing of the car manufacturers so that the normal distribution patterns involving franchised dealers was not over-ridden. Even in a matter of weeks the response to the new scheme has been strong. It was partly customers switching from conventional contract hire but also the opening up of the new markets sensitive to the VAT problem.

Mr Clayton added: "It is possible that in three years' time as much as a third of total business could be on contract purchase." The scheme, he believed, met the demands from customers who had increasingly complained that tax reliefs were becoming more important than removing cars from the balance sheet.



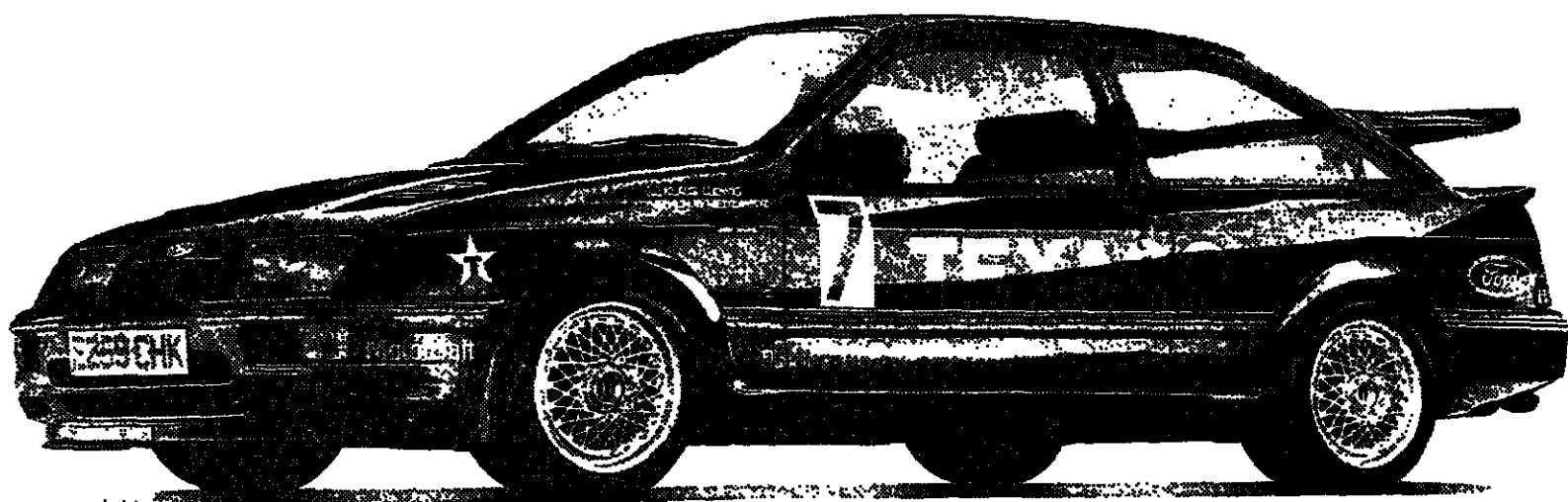
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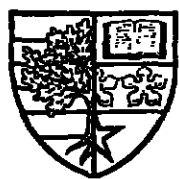






## EDUCATIONAL

## UNIVERSITY APPOINTMENTS

Heriot-Watt  
UniversityProfessor and Head of School  
of Architecture

Applications are invited for a Chair in the School of Architecture which is a joint department of the University and the College offering professionally recognised degree and diploma courses in architecture, architectural conservation and urban design.

The successful candidate will be expected to provide leadership as head of the department and to contribute to its teaching and research activities.

Further particulars and application forms are available from the Staff Officer, Heriot-Watt University, Riccarton, Edinburgh EH14 4AS to whom applications should be sent to arrive not later than 5th April 1988.

Edinburgh  
College  
of ArtUNIVERSITY OF OXFORD  
DEPARTMENT OF  
ENGINEERING SCIENCE  
DEPARTMENT OF  
METALLURGY AND  
SCIENCE OF MATERIALSElectronic and Structural  
Materials Engineering

Applications are invited from candidates with appropriate experience for two posts as Lecturers in Engineering Science and in Metallurgy and Science of Materials. The posts are part of the Government's initiative in Engineering and Technology. The three posts are as follows:

1. University Lectureship in Fabrication and Design of Integrated Circuits within the Department of Engineering Science: this post may be held in association with a Tutorial Fellowship at Trinity College.
2. University Lectureship in New Electronic Materials, within the Department of Engineering Science: this post may be held in association with a Tutorial Fellowship at The Queen's College.
3. University Lectureship in Ceramics and/or Composite Materials, within the Department of Metallurgy and Science of Materials: this post may be held in association with a Tutorial Fellowship at Corpus Christi College.

Further particulars of all three posts and the associated fellowships may be obtained either from Professor C.P. Wright, Department of Engineering Science, Parks Road, Oxford OX1 3PJ, or Professor Sir Peter Hirsch, FRS, Department of Metallurgy and Science of Materials, Parks Road, Oxford OX1 3PJ, as relevant, to whom applications should be sent (10 typed copies, or one from overseas applicants), together with the names and addresses of three referees, to arrive not later than 15th April 1988. The University is an equal opportunity employer.

UNIVERSITY  
OF BRISTOL

Lecturer in Geotechnics

Applications are invited for the post of Lecturer in Geotechnical Engineering in the Department of Civil Engineering from 1 August 1988.

Applicants should have relevant practical experience in geotechnics, and ideally should be chartered engineers. The person appointed will be expected to take part in the teaching of Soil Mechanics, Foundation Engineering and Design both to undergraduates and to graduates from industry. It is envisaged that he/she will continue to develop the Department's existing research interests in Earthquake Engineering, Foundation Dynamics and Field Testing and Performance. It is hoped that the person appointed will develop research in the area of soil dynamics/geotechnical properties of soils.

The commencing salary will be at an appropriate point, according to age, qualifications and experience, on the scale £9,260 - £19,310.

Intending applicants are invited to contact Professor R.T. Seven at the Department of Civil Engineering (telephone: 0272 303278) with a view to visiting the department.

The University does not issue application forms. Applications should be made by letter and should include the names and addresses of three referees and be accompanied by a curriculum vitae. Applications quoting reference JPB, should be sent, not later than 31 March 1988, to:

The Registrar and Secretary,  
University of Bristol, Senate House,  
Tyndall Avenue, Bristol BS8 1TH,  
from whom further details may be obtained.

CHARING CROSS AND  
WESTMINSTER MEDICAL SCHOOL  
(University of London)Appointment  
of Dean

The Council of the Medical School invites applications or nominations for the appointment of Dean of the Medical School, to succeed Professor T.W. Clesinger who retires in September 1989. The Council reserves the right to make an appointment by invitation.

Any person wishing to be considered, or anyone who wishes to nominate such a person, should write in confidence please to Sir Robert Clark DSC, Chairman of Council (Office of the School Secretary, Charing Cross and Westminster Medical School, The Reynolds Building, St. Dunstan's Road, London W10 8RT, and from whom further particulars can be obtained), by Friday 29th April 1988.

UNIVERSITY OF BRISTOL

CHAIR IN  
PHYSICS

The University invites applications for a Chair in Physics, following the retirement of Professor J.P. Nye, FRS. It is expected that the person appointed will be an experimental condensed-matter physicist.

Suitably qualified candidates are invited to submit applications, including the names of three referees, not later than 29th April 1988. Further particulars of the appointment may be obtained from the Registrar and Secretary, University of Bristol, Senate House, Bristol, BS8 1TH.

UNIVERSITY OF HONG KONG  
Chair of Political Science

Applications are invited for the Chair of Political Science, which will become vacant from July 1, 1989 following the retirement of Professor P.B. Hems. The Department offers a wide range of courses in public administration and politics. The appointee will be expected to have a strong record of research and teaching experience in either or both fields, and may be appointed as Head of Department.

The University would prefer to make a permanent appointment, but consideration may also be given to applications for appointment on fixed or secondment terms of not less than three academic years.

The University reserves the right not to fill the Chair or to fill the Chair by invitation or to make an appointment at a lower level.

Annual salary (supplemented) will be within the professional range and not less than HK\$1,240,000 (approx. £262,500/\$400,000), starting/initial salary equivalent to February 1988. At current rates, salaries are not expected to exceed 150% of gross income. Housing at a charge of 75% of salary, children's educational allowances, leave, and medical benefits are provided. Further particulars and application forms may be obtained from the Secretary General, Association of Commonwealth Universities (Apex), 28 Gower Square, London WC1H 0GF, or from the Appointments Unit, Registry, University of Hong Kong, Hong Kong.

Closing date: 8 April 1988.

## UNIVERSITY OF OXFORD

NUFFIELD DEPARTMENT  
OF PATHOLOGY

UNIVERSITY

LECTURERSHIP IN

MOLECULAR PATHOLOGY

In association with Wolfson College

The University proposes to appoint a

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A research interest in the molecular

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disorders would be an advantage.

Stipend on the (non-medical) scale

£8,735 - £19,440 per annum, subject

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may be offered a non-stipendiary

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University is an equal opportunity

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Applications (seven typed copies, or

one from overseas) together with the

names of three referees should be

sent by 8 April 1988 to Professor J.

O'D McGee, Nuffield Department of

Pathology, John Radcliffe Hospital,

Oxford OX3 9DU, from whom further

details may be obtained.

The University is an equal opportunity

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are available from the Staff Officer,

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THE UNIVERSITY  
OF SHEFFIELD

School of

Management &amp;

Economic Studies

CHAIR OF  
ACCOUNTING

Applications are invited from suitably qualified persons, with interests in any of the main areas of accounting and financial management, for a Chair of Accounting, to be held from 1 October 1988 or a date to be arranged as soon as possible thereafter.

Salary at a rate appropriate to a non-clinical professorial appointment.

Informal enquiries to Professor Roy Wilkinson, Chairman, School of Management & Economic Studies (0743 768555 Ext 6874 or 6881). Further particulars from the Personnel Department, Academic Staffing, University of Sheffield, S10 2TN, to which applications (one copy), including a full curriculum vitae and the names and addresses of three referees, should be sent by 15 April 1988. Please quote Ref R734/A.

An equal opportunity employer.

## KEBLE COLLEGE, OXFORD

MCKENNA OFFICIAL FELLOWSHIP

AND TUTORSHIP IN JURISPRUDENCE

The College proposes to elect a Tutorial Fellow in Jurisprudence for the year ending 30 September 1988. The title of University Lecturer (U.L.F.) may be conferred upon the holder of the Fellowship: the full stipend associated with such a Lectureship will be met by the College. The title may also be conferred upon a non-clinical University post. Further particulars may be obtained from:

The Warden, Keble College, Oxford OX1 3PG, to whom applications should be submitted not later than 20 April 1988.

Further particulars and application forms are available from the Staff Officer, Heriot-Watt University, Riccarton, Edinburgh EH14 4AS to whom applications should be sent to arrive not later than 5th April 1988.

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## PREP &amp; PUBLIC SCHOOLS

CAMPION SCHOOL,  
ATHENS  
HEAD

The Trustees of Campion School invite applications for the post of Head, from September 1989, to succeed Mr A.F. Eggleston on his retirement.

Campion is an international school with 700 students. It has a strong sixth form and a small boarding house. Founded in 1970 by an American family, its academic programme is based on the British curriculum and examination system, with particular stress on Greek civilisation.

It was the first overseas member of the Governing Bodies Association and is also a member of the European Council of International Schools and the Council of British Independent Schools in the European Community.

Further particulars about the School, the post and how to apply from:

Mr Roger Ellis,  
18, North Avenue,  
London, W13 8AP.

The closing date for applications is September, 10th. 1988.

MORAY HOUSE  
COLLEGE OF  
EDUCATIONScottish Centre for  
Education Overseas

Applications are invited for two posts in Educational Management and Administration Overseas from candidates who have experience in higher education including relevant experience in the third world. SCEO currently has 260 overseas students in various disciplines. In EMA, courses range from 1-term specialist certificates in specific aspects (e.g. Educational Project Evaluation) through diploma and post-graduate diplomas to the Master of Science degree in EMA. The



C SCHOOLS  
SCHOOL  
ENS  
AD

### COURSES

#### INTERNATIONAL EDUCATIONAL PLACEMENT SERVICE CHINA

Peoples Republic of China  
Applications now being accepted for Autumn '88 academic year.  
Ph.D. Masters and Bachelor degree holders needed to teach.

English Literature  
American Literature  
Economics  
Trade and Finance  
International Law  
Computer Science

American History  
Linguistics  
International Marketing  
Business Administration  
TESOL  
Mathematics

Please send Curriculum Vitae and resume to:  
**IEPS**  
351 West Barnes Lane  
Mottspur Park  
Surrey

#### CHINESE LANGUAGE PROGRAM

Applications now being accepted Summer six week intensive Chinese Language Programme in the Peoples Republic of China.  
Send all applications and inquiries to:  
**IEPS**  
351 West Barnes Lane  
Mottspur Park  
Surrey.

### The MATRIX of RESEARCH in ART and DESIGN EDUCATION

What does research mean for the practicing artist and designer? What is the role of research in art and design education today?

These issues will be addressed in a two-day conference organised by the London Institute in collaboration with the CNAAT at the Central School of Art and Design, London, on Monday and Tuesday 28th and 29th March. Conference fee £95.

For further details and bookings contact: Stuart Evans, Central School of Art and Design, Southamptown Row, London WC1B 4AP. Tel. 01 405 - 1825, Ext 67 or 36.

ILEA

### TEACHERS

#### Retrain in Computer Education

Applications are invited from practising teachers in all subject areas for the

#### Diploma in Professional Studies (Computing)

At South Bank Polytechnic

This is a one-year full-time course leading to a CNAAT Diploma which is a recognised teaching qualification for computer studies and information technology to GCSE level and further education. The course covers all aspects of computer science and contains a strong education element.

For further details and application form write to:  
Sheila James, Department of Computing and Mathematics, South Bank Polytechnic, Borough Road, London SE1 4AA  
Tel 01-828 8889 Ext 2050  
An Equal Opportunity Employer.

### PREP & PUBLIC SCHOOLS

#### BANCROFT'S SCHOOL

Woodford Green, Essex, IG8 0RF  
Independent, Coed. 700 Pupils, HMC.

requires a graduate to teach

#### BUSINESS STUDIES AND ECONOMICS

from September 1988. Applications are invited from experienced teachers and new entrants to the profession. Salary above Baker Scale, substantial fee reduction for children of staff, BUPA, help with personal expenses and, in some cases, mortgage or accommodation. Further details will be sent to all applicants. Letter of application to the Head Master with Curriculum Vitae and names, addresses and telephone numbers of two referees. (5504)

### ASHFOLD SCHOOL

near OXFORD  
I.A.P.S. 200 Pupils  
Boarding and Day

### TEACHERS

—bright, keen, energetic, inventive—  
wanted in September 1988 for

### MATHS-ENGLISH-JUNIOR CLASS

Residents preferred.  
Opportunities also in R.E. and Girls' Games.  
Send full C.V. and names, addresses, telephone numbers of two referees to The Headmaster, Ashfold School, Dorset, Avebury, Blandford, Dorset, SP8 5NG.  
Telephone: 01258 444232.

### HEADINGTON SCHOOL, OXFORD OX3 7TD

### SIXTH FORM HOUSE MISTRESS

Required for January 1989 (or possibly from September 1988) to take charge of the Sixth Form boarding house for 45-55 Upper and Lower Sixth-formers.  
The post is that of a teaching housemistress, and the successful applicant will be expected to have previous experience of boarding schools and to teach half a timetable.  
Please apply giving full details and C.V. with names, addresses and telephone numbers of two referees; applications, which should also state the teaching subject or subjects that can be offered, should be made to the Headmistress, Miss E.M. Tucker, Headington School, Oxford OX3 7TD.

### THE LADY ELEANOR HOLLES SCHOOL

Henley-on-Thames, Oxfordshire  
(800 girls)  
Senior Department (510)

Required in September  
Full time Graduate  
to teach throughout the 11-18 years of age range in a department of Computing which would be welcome but is not essential. Salary will be Baker at the appropriate level plus the school's own supplement and London Weighting. Incentive allowance available.  
Apply to the Headmistress, with Curriculum Vitae and names of two referees.

### MATHEMATICS

to teach throughout the 11-18 years of age range in a department of Computing which would be welcome but is not essential. Salary will be Baker at the appropriate level plus the school's own supplement and London Weighting. Incentive allowance available.  
Apply to the Headmistress, with Curriculum Vitae and names of two referees.

### TASTER COURSE

for  
**PHYSICS TEACHING**  
21-23 APRIL 1988

For graduates who are considering teaching as a first or second career, who have some science or technology within their degree and holders of comparable professional qualifications.

See the college, visit the schools; talk fully about the implications with our staff.

### 1 & 2 YEAR PGCE COURSES IN PHYSICS AVAILABLE

FOR FURTHER DETAILS OF THE TASTER AND PGCE courses please contact  
The Registrar, Mrs Teresa Abramson.

**S. Martin's College**  
Lancaster LA1 3JD  
Telephone 0524 63446

### Ciel in french means sky.

To learn French in the best of conditions choose the CIEL with:

- 1) Summer courses of 2, 3 or 4 weeks.
- 2) Courses for all levels, all year round.
- 3) The possibility of taking an exam in French as a Foreign Language.
- 4) Courses with the UICL (University of Cambridge).
- 5) The possibility of family accommodation.

CIEL, rue du Général Foy, 10, 75001 Paris, France.  
Tel: 01 47 33 52 52 Fax: 01 47 33 52 58

### 'A' LEVELS

18 month courses for 3 subjects commence 11 April  
One year courses for 2 subjects commence 17 September  
Entry: 3 'O' Levels

Careers advice and guidance on UCAS and PCAS applications given by Brian Hep author of "Degree Course Offers"

Distance Learning available in the following subject areas:  
Law · Constitutional Law · Accounting · Economics · Government & Politics · Sociology · Business Studies · Maths

For further details tel 01-385 3377 or write to the Registrar (Ref TWS), HLT Group of Colleges, 200 Greyhound Road, London W14 9RY

### FRENCH COURSES FOR 8-18 YEAR OLDS

SUMMER TERM COURSES  
- 10 weeks from 4th May to 13th July.  
HALF TERM COURSES  
- One week.

Learn French in an interesting and vital way in the beautiful Dordogne. Short courses, total immersion language laboratories, video, TV, Bilingual French staff. Visits - Chateaux, caves and historic towns. Activities include tennis, horse riding, canoeing and cookery.

Further details:  
The Secretary  
Hampshire Tutorials Ltd  
23 Merton Court  
London SW7 3JQ  
Telephone 01-584 0744

### THE PLACE TO LEARN FRENCH AND THAT'S OFFICIAL

Easter Crash Courses in Oral French (all levels)  
GCSE & 'A' Level Revision Courses  
Start 21st March - 31st March (1 or 2 weeks)  
10-week Intensive Courses start 18th April.

**INSTITUT FRANCAIS**  
THE OFFICIAL FRENCH GOVERNMENT CENTRE FOR LANGUAGE AND CULTURE  
14 CROMWELL PLACE LONDON SW7 2JR  
TELEPHONE 01-581 2701

### LANSDOWNE

Independent Sixth Form College  
INTENSIVE EXETER REVISION  
- GCSE & A Levels  
Worked example year course technique?  
Worked about getting your grades?  
Lansdowne - one of London's most successful independent Sixth Form Colleges - will be running intensive one-week courses of study and revision.

Contact: Cheryl Davies, 79 Palace Gate, Kensington, London W8  
TEL: 01-581 3307

### ST. GORDON'S COLLEGE

LONDON  
SECRETARIAL, BUSINESS AND LANGUAGE COURSES  
Places available for courses commencing in September & October.  
Day & Resident Students.  
For further information please contact:  
The Registrar,  
2 Arkwright Road,  
London NW3 6AD.  
Telephone: 01-435 9831

### THE CATHEDRAL SALISBURY DEPUTY HEAD

For preparatory school required for September 1988.  
Applications are invited from good graduates with experience.  
Apply by letter to the Headmaster, with full curriculum vitae and the names and addresses of two referees, to: The Dean, Salisbury, Wiltshire, SP1 2EL, by 10th March 1988.

### WANT A NEW CAREER OR A CHANGE TO TRAVEL?

Learn to teach English as a foreign language (TEFL) in a foreign country. TEFL is a highly rewarding career. TEFL is a highly rewarding career. TEFL is a highly rewarding career.

### POSTS

#### Royal Agricultural College

Independent College - Est. 1845

#### NEW BUSINESS SCHOOL - DEAN OF SCHOOL

Appointments for the Dean of the Royal Agricultural College, Cirencester. This is a new post, the first in U.K. Agriculture. The Dean will be responsible for the running of the College's business school. The Dean will lead the development of the business school and will be responsible for the running of the business school and will be responsible for the running of the business school.

### TEACHING COMPANY SCHEMES

#### SHAPING THE FUTURE WITH STEEL

GRADUATES - are you interested in joining a team of Engineers, Material Technologists and Computer Scientists involved in a series of innovative and exciting projects? Have you the ambition and drive required to meet the demands of the steel industry in the 1980's and beyond? If so, read on:

- ★ British Steel, Port Talbot, in conjunction with University, Swansea and UWIST, Cardiff, is investigating the following areas:
- ★ The Possibility of Developing Simulation Packages for Plant and Production Control Systems (UWIST)
- ★ Improving Order-based Information Systems (UWIST)
- ★ Optimising High Power Drive Efficiency Through Computer Aided Design and Analysis (UCS)
- ★ Improving Production Control in coke Usage, in Blast Furnace Burden Distribution and in Low Nitrogen Steel Production (UCS)
- ★ Optimising Steam Usage Efficiency (UWIST)

We are looking for good Honours degree or M.Sc. graduates in:

- MECHANICAL AND ELECTRICAL ENGINEERING
- MATERIALS TECHNOLOGY
- COMPUTER SCIENCE

The successful candidates may have the opportunity to register for a higher degree. The starting salary will be £9,000 to £12,000 depending on qualifications and previous experience in industry.

The appointments will run for two years with the expectation of successful Associates being recruited by British Steel.

For further particulars apply to:  
Miss A. Hughes, Personnel Department, British Steel, Port Talbot, W Glam. SA13 2NG.

### CHURCH OF SCOTLAND DEPARTMENT OF EDUCATION

#### RESIDENT TUTOR

St Colum's Education Centre and College Edinburgh

Residential appointment to a staff team mainly responsible for training for church workers in Scotland and Ireland with special responsibility for some of the following: Social Studies, Christian Education, Communication and the Arts, Theology and World Studies.

Closing date for applications: March 31, 1988.

#### RESEARCH AND DEVELOPMENT OFFICER IN SPECIAL EDUCATIONAL NEEDS

Post in Department's Curriculum Development Unit in Edinburgh associated with the development of Christian education programmes for children and young people with special educational needs.

Closing date for applications: April 15, 1988.

Further particulars from:  
THE GENERAL SECRETARY  
DEPARTMENT OF EDUCATION  
121 GEORGE STREET  
EDINBURGH EH2 4YN

### SAUDI ARABIA MINISTRY OF DEFENCE AND AVIATION

A division of this Ministry has an opening for English Language Teachers.

Qualifications: University Degree and a post qualification experience of at least 2 years in teaching English as a Foreign Language.

Attractive (Tax Free) salaries commensurate with experience and qualifications.

Please send full resume quoting ref: 479 SADO to:  
Royal Embassy of Saudi Arabia  
Office of the Defence Attaché  
22 Holland Park  
London W11 3TD

Please telephone only on the 22/23 March 1988 on 01-221 7575 ext 371 to make appointments for interviews.

### THE PLACE TO LEARN FRENCH AND THAT'S OFFICIAL

Easter Crash Courses in Oral French (all levels)  
GCSE & 'A' Level Revision Courses  
Start 21st March - 31st March (1 or 2 weeks)  
10-week Intensive Courses start 18th April.

**INSTITUT FRANCAIS**  
THE OFFICIAL FRENCH GOVERNMENT CENTRE FOR LANGUAGE AND CULTURE  
14 CROMWELL PLACE LONDON SW7 2JR  
TELEPHONE 01-581 2701

### LANSDOWNE

Independent Sixth Form College  
INTENSIVE EXETER REVISION  
- GCSE & A Levels  
Worked example year course technique?  
Worked about getting your grades?  
Lansdowne - one of London's most successful independent Sixth Form Colleges - will be running intensive one-week courses of study and revision.

Contact: Cheryl Davies, 79 Palace Gate, Kensington, London W8  
TEL: 01-581 3307

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SECRETARIAL, BUSINESS AND LANGUAGE COURSES  
Places available for courses commencing in September & October.  
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### WANT A NEW CAREER OR A CHANGE TO TRAVEL?

Learn to teach English as a foreign language (TEFL) in a foreign country. TEFL is a highly rewarding career. TEFL is a highly rewarding career. TEFL is a highly rewarding career.

### ASSOCIATION OF COUNTY COUNCILS EDUCATION OFFICER

Salary £20,830 - £25,204 (inclusive of London Weighting) (subject to review from 1 July 1988)

The post of Education officer to the Association will become vacant on the retirement of Mr Gordon Cunningham in the autumn of this year.

This is a senior appointment at Deputy Secretary level and carries considerable responsibility within the Secretariat of the Association. It offers an exceptional opportunity to participate in policy making at national level and in representing the interests of county councils as local education authorities.

Candidates will therefore, need to have substantial experience of local government and in administration of the education service. Local Government conditions of service and superannuation apply.

Further particulars of the appointment and a form of application are available from: The Secretary, Association of County Councils, 86a Eaton Square, London SW1W 9BH (Tel: 01-235 1200). Closing date for applications is 6 April 1988.

### WYCLIFFE HALL, OXFORD

#### Appointment of Principal

The Hall Council invites ordained members of the Church of England to apply for the post of PRINCIPAL of the Hall. Wycliffe Hall is an evangelical Theological College training men and women for the ministry. The post will become vacant on the retirement of the present Principal, the Rev. Canon G N Shaw on 31 August 1988.

Candidates should be in the age range between 40 and 55, and are invited to write for details and a job description. Their applications will be treated in the strictest of confidence.

The closing date for formal applications, accompanied by curriculum vitae and the names and addresses of three referees, is 10 April 1988. These should be sent to:  
The Principal's Secretary,  
Wycliffe Hall, 54 Banbury Road,  
Oxford, OX2 6PW.

### Buckinghamshire County Council

An Equal Opportunity Employer

#### Sir William Borlase's (Co-Educational Grammar School)

West Street  
Marlow SL7 2BR  
Headteacher: Mr. R.R. Smith, B.B., NOR: 458

Applications are invited from suitably qualified and experienced teachers for the Headship of this highly esteemed Grammar School. The appointment will be from September 1988. Candidates were admitted to the Sixth Form of this previously all Boys Grammar School in September 1987 and a 12+ entry of girls commences in September, 1988.

The Governors are seeking to appoint a person with ideas and imagination who has demonstrated qualities of leadership and organisation in a senior post in a school of high academic standard, and who will build on the school's programme of curriculum development.

Application forms and further details for this post are available from the Education Officer, Thame House, 9 Castle Street, High Wycombe, Bucks. (on receipt of a stamped addressed envelope) to whom completed applications should be returned by 18th March, 1988.

In approved cases the County Council offers an attractive relocation package of up to £7,000 plus mortgage assistance.

### INDEPENDENT EDUCATION

Mander Portman Woodward

### Easter Revision

### LANSDOWNE

Secretarial College  
EXECUTIVE SECRETARIAL TRAINING (1, 2 or 3 terms)

- First Class Secretarial skills
- Range of Management subjects
- Full information technology training
- A computer for each student
- Multi-lingual Training
- Training for career in Travel & Tourism
- Career Placement Centre

Prospectus: LANSDOWNE SECRETARIAL COLLEGE  
43 Harrington Gardens, London SW7 4JL  
Tel: 01-373 7282/3/4

### PITMAN TECHNOLOGY AND INFORMATION MANAGEMENT SKILLS

These intensive courses will enable students with recognised A-levels to use in a general business context, leading to a wide range of career opportunities. Topics include: word processing, management support and information systems, database management, and computer graphics.

Where: Cranfield College, Bedfordshire  
Where: Cranfield College, Bedfordshire  
Where: Cranfield College, Bedfordshire

### BETHANY SCHOOL

GOUDHURST, KENT

School of 280 boys, aged 11-18, mainly boarding with some day boys.

Widely based curriculum to A Level and University entrance. Facilities include: sports hall, indoor rifle range, music school, squash courts, art school.

Forms 1 to V between 15 to 20 per class.

Bursaries for members of HM Forces and Ministers of Religion.

The School is a Christian Foundation.

ENTRY: Common Entrance at 13+ from preparatory schools. Entry Test three times a year for others between ages 11-14. VI Form entry on four good O levels or GCSE.

Details in Independent Schools' Year Book and prospectus from Headmaster's Secretary.

GOUDHURST (0580) 211773.

### INDEPENDENT OR STATE SCHOOL?

For advice on the school for your child and other educational problems consult:  
Education Advice Research Service.  
Tel 0874 2217.

### SPECIALIST TRAINING

THIRD Creative Arts Summer School, Cranfield, Bedfordshire. Dates: 27 June - 2 August. Details: 0529 274025.

### ATTENTION 'A' LEVEL STUDENTS!

Are you planning on University or do you wish to be paid to study within Commerce and Industry? Major oil company, central London, seek applicants with 9 A.C.C.A. points who desire a career in Accountancy or Finance. Study leave for A.C.C.A. and I.C.M.A. and in-house training in Bookkeeping whilst you move within the various departments gaining experience in Computerised Accounting.

Assured career progression, excellent benefits, including free restaurant lunch, sporting and social clubs.

Salary £5,300 with rise in July.

Veronica Lapa. 01 937 5311.

### THE UNIVERSITY OF MANCHESTER

Applications are invited from graduates or those expecting to graduate in 1988 for

### RESEARCH STUDENTSHIPS

in the following Faculties: ARTS, ECONOMICS AND SOCIAL SCIENCES, LAW, MEDICINE, SCIENCE AND THEOLOGY. Values as for state studentships for which eligible candidates must also apply; one year awards renewable in some cases. Particulars and application forms (returnable by May) may be obtained from the Registrar's Office, The University, Manchester, M13 9PL.



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

**PR £15,000**  
The MD of this prestigious group of PR companies needs a PA/Secretary to assist. This is a varied job involving not only the PR side of the business but also company management. Age 25-40. Speeds 100/60 + WP.

**FRENCH £14,500**  
This leading French company based in W1 needs a Secretary/PA to work for their dynamic chairman. He travels extensively, so when based in the London marketing head office he needs someone who can act quickly and efficiently to cope with a hectic workload. The successful applicant should be very well presented and possess good all-round secretarial skills. English mother-tongue preferred plus excellent French. Age 26-45. Speeds 90/60 + audio + WP.

**PERSONNEL £11,000**  
This professional firm needs a junior Secretary/Assistant to help in their busy personnel department. This is a varied job involving audio typing, administration and working on the Wang WP for retrieval of company/staff information. Age 20+. Good audio typing + WP.

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35 Bruton Place W1. 01-493 7789

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PHONE 439 0601 NOW  
Carrington House, 130 Regent Street, London W1R 5FE  
MacBlair Temporary Secretaries

**HOT SHOT IN THE CITY**  
£12,000 + Bonus  
Have you got what it takes to be a first class organiser for a small and growing financial company based in EC3?  
As a right hand to the charming and dynamic MD, you will need a terrific sense of humour and a natural ability to communicate effectively at all levels. He will delegate a variety of projects including the day to day administration of this busy office. An interest in computers and a marketing bias will be valued as well as a high standard of education and prior knowledge of the City. Accurate typing and audio skills essential. Age 21-29. Please call 01-631 0479.  
**Seer Selection RECRUITMENT CONSULTANTS**

## CENTRE OF ATTENTION

**£15,000 neg**  
A prestigious, international firm of property developers requires a first class PA/Executive Secretary to work for their highly respected and dynamic Chairman who is well known in the business world. Candidates must have senior level experience and the poise and confidence to liaise at all levels, the ability to work under pressure, and the diplomacy to deal with the Chairman's personal work. The successful candidate needs initiative to arrange complicated travel itineraries and presence to deal with major clients on a daily basis. Immaculate secretarial skills are required. Age 24+.

**Carrera**  
RECRUITMENT ADVISERS  
130 REGENT ST. LONDON W1R 5FE TEL: 01-439 9233

## LONDON TOWN STAFF BUREAU

**01 836 1994**  
HERE WE ARE AGAIN!  
For some strange reason we suddenly have a number of juicy secretarial jobs with publishing houses. Salaries range from £7,500 to £13,000 spread across London. Do ring us - we might be just what your life needs right now.  
**01 836 1994**

## OUT OF TOWN

**PA TO MD**  
**Specialist Tour Operator Glos.**  
Self-starter to join small but expanding French tour operator (over 30 staff. £6 million rev) with enviable reputation for the excellence of its products and services. Size of company requires a willingness to 'muck in' as well as organise and to take charge of what is, effectively, a junior management position (2 junior staff report to PA). MD has time-consuming duties as Chairman of trade association and needs someone to help manage workload effectively. Sound secretarial skills coupled with tactful but authoritative manner, both on phone and in person, plus excellent command of English essential. Knowledge of French useful. Right candidate unlikely to be under 25. Excellent remuneration package, including free private health insurance, holiday concession and, after one-year qualifying period, annual bonus payment. Please send detailed CV and photo to:  
**Sue Ockwell**

**VPS Ltd.**  
1 St Margaret's Terrace, Cheltenham, GL50 4DT.

## High-Tech PR

**£11,000 - Croydon**  
Smart, stylish, highly successful specialist PR consultancy offering a high-profile, challenging opening for an intelligent, self-confident individual. As a key member of a small, close-knit team, you will enjoy a richly varied role: handling all office administration; liaising extensively with clients; setting up presentations; organising photo sessions, press conferences as well as providing secretarial support. The flexibility to 'muck-in' essential. Fast, accurate typing requested. Call 01 - 409 1232.

**Recruitment Consultants to the Communications Industry**

## MANAGING DIRECTOR'S PA/SECRETARY

We are one of the fastest growing UK Suppliers of Personal Computers and associated products, based in Surrey. Our MD requires an Assistant who is self-motivated, well organised and who has excellent Communication and Secretarial Skills including shorthand and WP. Previous experience at Director level is essential. This is a new and challenging position offering total involvement in a fast moving environment. In return, we are offering a Salary of up to £12,000 plus excellent benefits. Please send full career history if possible indicating day-time telephone number to:  
**NOVIA COMM. Personnel Officer**  
Opus Supplies Ltd  
53 Ormside Way, Holmehurst Industrial Estate  
REDBURN, Surrey, RH12 2LW  
Telephone (0737) 769080.

## SUTTON £11,000 OFFICE MANAGER/DIRECTORS PA

Organise the staff, administrate the office and deal with secretarial duties for charming Director. Outstanding opportunity for a good SH Sec living in the Sutton area.

**SAVENDISH PERSONNEL 01-486 7897**

## THE BERTRAM GROUP

**BERTRAM SECRETARIAL & COMMERCIAL DIVISION**  
Looking for Staff  
or  
Staff just looking?  
Solve your relocation problems!

Birmingham 021 643 4433  
Bristol 0272 280599  
Manchester 061 236 4553  
Leeds 0532 442391  
Liverpool 0692 419885  
Nottingham 0203 52171  
Glasgow 041 331 2777  
London 01 283 3464  
Specialist Recruitment by Professionals

## ST. ALBANS £13,000

MD of Software Design Co transferring from City location requires true PA (high admin content) with initiative & decision making potential. Good SH & common sense. Call 377 6777.

## MIDDLETON JEFFERS

Staff just looking?

## MULTILINGUAL SERVICES

**HORSHAM**  
GERMAN: Senior Secretary with fluent spoken German and good secretarial skills including audio typing and/or shorthand, to assist Manager. Much involvement in international business, so German will be used on the telephone and for translations (mainly into English). Spanish or Italian would also be very useful. Excellent salary and generous package.  
**01 836 3794**  
3 Chiswick Court Road, London W26 2BT

## ARGOSY EMPLOYMENT GROUP

For all secretarial vacancies, TEMPORARY or PERMANENT, in the South East Kent area, please contact:

**ASHFORD:**  
57 High Street - (0233) 37700  
**CANTERBURY:**  
38 High Street - (0227) 762170  
**CHATHAM:**  
2a Batchelor Street - (0634) 406031  
**DOVER:**  
7 Castle Street - (0304) 203946  
**FOLKESTONE:**  
33 Bouvier Square - (0303) 51255  
**MARGATE:**  
6/7 Cecil Square - (0843) 297112  
**IF THIS IS NOT YOUR AREA, WE HAVE OTHER BRANCHES THROUGHOUT THE SOUTH EAST!**

## THE ZARAK PARTNERSHIP RECRUITMENT CONSULTANTS

## FASHION IN PUBLIC RELATIONS £9,000+

Take your choice of 4 superb PR openings at this large friendly consultancy. Get hooked on press conferences, presentations and research - or lend support to an Account Director. All positions require top typing skills and confident outgoing personalities. Phone Monika.

**01-486 6951**

## THE ZARAK PARTNERSHIP RECRUITMENT CONSULTANTS

## TEMPING IN TV, ADVERTISING &amp; PR

Would you like to temp in interesting and varied companies where you can really get involved and are not just a dogs body? If you have good typing (50 wpm) with or without shorthand, and either of these (Wang, Displaywrite 3 or 4, Wordplus, Wordstar, Multimate) you're just what we need! With a bright bubbly personality please call Joana.

**01-486 6951**

## THE ZARAK PARTNERSHIP RECRUITMENT CONSULTANTS

## LUXURY HOTEL GROUP £10,000 + Clothing Allowance

A front-line position has arisen within this large, exclusive hotel to assist a senior director. Working closely with the General Manager and sales team, you will feel completely involved. If you've always wanted a buzzy, people-oriented post, call Lynn Lait.

**01-486 6951**

**TOP PA IN COMMUNICATION £10,000-£11,500 AAE**  
**SOUTHALL**  
Are you a practical, well organised and diplomatic person? Then read on... This company requires a Secretary to work for a Director on a one-to-one basis. Your good secretarial skills (100/50) together with a friendly personality are of utmost importance. Our clients are essentially international, so French and Spanish are a great advantage.  
Age: 20 - 45

**PERSONAL ASSISTANT TO MARKETING DIRECTOR**  
**£11,000 - W10**  
You already have the experience at senior level which will enable you to meet this unusual challenge. An international press organisation requires an experienced, flexible and totally professional PA. Apart from usual secretarial skills a knowledge of French will be an advantage. Your discretion, sense of humour and excellent communication abilities are essential for working at such a senior level.  
Age: 25+

**TEAM SECRETARY £10,500**  
Our client, West End Chartered Surveyors, is looking for a bright friendly secretary to fill an essential position within the company. Lots of client contact on the phone and direct support to two directors ensures a busy fulfilled varied working day. Accurate typing and WP experience essential. Age 20+.

**WEST END PROPERTY COMPANY £10,500**  
Bright, bubbly, friendly and with a mature professional outlook! If you are the person our client needs to work with two directors - accepting responsibility for diary organisation, travel arrangements and other administrative matters. Working in lovely office, your audio and WP skills will prove essential. Age 25+.

**International Secretaries**  
01-491 7100 01-491 7100 01-491 7100

**Bernadette of Bond St.**  
Recruitment Consultants  
No 55 West End Lane, London W2 2UL  
01-829 1284

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Recruitment Consultants  
No 55 West End Lane, London W2 2UL  
01-829 1284

**SAVENDISH PERSONNEL 01-486 7897**

**TOP PA - £10,000 + superb benefits**  
If you enjoy a varied and busy position working for a leading international firm and a national newspaper, then this is the job for you. Please send your CV to:  
**Call Judith Bartlett Now**  
01-272 215331  
36 Colindale Avenue, London NW9 1SD

**PA TO PERSONNEL MANAGER**  
With good audio and organisational skills. Wellington area. Own office. Salary £10,000 a year.  
Ring Carol Wiley Telegraph Secretaries 01-847 0319 or 879 3180  
28 The Broadway, Wimbledon, SW19 1RE.  
(fax 879 7326).

**BILINGUAL SECRETARIES**  
**GERMAN** £11,000 + bank perks  
A well motivated, flexible individual is required by this City based bank working for a General Manager. Fluency in both English and German essential. It would suit someone who enjoys using their organisational abilities and communication skills.  
**FRENCH** £11,000  
Working for a senior member of a prestigious organisation, the position involves PA duties and excellent secretarial skills. It requires someone who can organise and work well under pressure. A strong work history is important. English, SH, audio and WP required. Age 30+.

**FILM, THEATRE, OPERA? £10,000 + reduced tickets**  
Phantom of the Opera... Dame Edna... Les Miserables... Cats...  
Looking for excitement, a challenge, total involvement, a young friendly and busy atmosphere in one of London's most prestigious Advertising Companies? Then with your common sense, initiative and sense of humour you could find yourself working for two of the Company's most experienced members, liaising with New York, Japan, Sydney, you are promoting top shows world wide. Good shorthand and typing are essential to put you in the spotlight!

**PR IN MAYFAIR? £9,000 + PERKS**  
Dashing about all over London... liaising with Press and photographers... organising events and promotions... This is a rare and fabulous opportunity to get into the exciting world of PR where your spark and enthusiasm is needed to work with this busy, busy and hectic team of young, fun, go-getting people... For this rapidly expanding PR/Advertising Company needs a young, flexible and zappy person who will enjoy total involvement... If you have good shorthand and typing and are 18-25, why not go for it!

## EDUCATIONAL

## GCSE &amp; 'A' LEVELS

**ASHBOURNE**  
GCSE & A LEVEL INTENSIVE COURSES  
EASTERN 1988  
ALL MAJOR SUBJECTS  
Examinations in Mathematics, English & Sciences  
Examinations Dates:  
1988: January, May, September, November  
1989: January, May, September, November  
11 Pembroke Square, London W2 4ED  
Tel: 01-727 2797

## AN INTEREST IN LAW?

We require a senior secretary to work in our Mayfair Office for two senior level surveys in our Construction Law Consultancy.  
You should have excellent WP/Audio skills and be willing to act on your own initiative and take responsibility.  
A competitive salary is offered together with staff profit share scheme, pension scheme, four weeks holiday, and flexitime.  
Please write with C.V. to:  
**Marian Haddad**  
Watts & Partners  
58 Brook Street,  
London W1Y 1YB

## REED employment

**AUDIO P.A. £13,000**  
An international company seeks an excellent Secretary to deal with their very prestigious clients. The role is in the Finance area and involves a lot of telephone work and a very high standard of accuracy and speed. The successful candidate will be a young, energetic, and motivated individual with a strong background in secretarial work. The role is in the Finance area and involves a lot of telephone work and a very high standard of accuracy and speed. The successful candidate will be a young, energetic, and motivated individual with a strong background in secretarial work.  
**SHORTHAND/AUDIO SECRETARY £12,000 + Free Lunch**  
National telephone company seeks a top secretarial for the evening and weekend with 50% commission. Benefits include an opportunity to visit the company and see the work. Age 20-25.  
**RECEPTIONIST/TELEPHONIST/TYPIST £10,000**  
The successful person will be a bright and lively Receptionist for the busy day office. A very good standard of accuracy and speed is essential. The successful candidate will be a young, energetic, and motivated individual with a strong background in secretarial work.  
54 South Molton Street, W1  
01-491 4610  
Don't get into a rut. Get into Reed.

## BERKELEY SQUARE WITH POISE AND STYLE £15,000

Poise is essential to cope with prestigious clients. To provide a service to luxury property developers who build beautiful country cottages. Skills second to aptitude to handle pressure. Age 30+.

**Susan Beck RECRUITMENT**  
01-584 6242

## GONE TRAVELLING £11,200

A young and informal travel company who arrange luxury holidays as staff incentives seek a secretary to the directors. Lots of administration as you research exotic locations and help organise once in a lifetime travel plans. 50 wpm typing and WP ability needed.

## WORLD FAMOUS to £11,500

Join this famous blue chip company based in W1 as a PA/Secretary to one of our senior executives. Both are very charming and need a real assistant. Superb benefits include a free lunch and generous company benefits. 90/50 skills needed.  
Please telephone 01-408 0247  
Early/late appointments arranged

**Elizabeth Hunt**  
Recruitment Consultants  
18 Grosvenor Street London W1

## EMBASSY OF JAPAN, W1 requires SECRETARY (Graduate preferred)

Applicants should have excellent typing skills and be able to draft correspondence on own initiative. Salary according to qualifications and experience.  
Tel: 01-493 6030 ext 113

**DIRECTOR'S SECRETARY FOR FASHION CO.**  
Boules require an enthusiastic, capable secretary in their busy Head Office in W6. Good skills, including audio, are essential. Salary £10,000 + benefits. Please send CV to:  
**Deborah Wiles, Boules Ltd.**  
1 Distillery Road, London W6 9SF.

**CAPABLE EXECUTIVE SECRETARY**  
Small expanding, friendly team of developers need you to run their efficient office. Suitable for a divided who enjoys total involvement and variety. Good general skills and sense of humour essential. WP experience helpful. Salary £10,000 + benefits.  
Please send CV to:  
**TD Whymann, Temple Estates Ltd.**  
17 Railway Road, London SW15 5NN.  
or Telephone 01-789 4359

## PA/PARTY PLANNER FOR TOP CHLSEA CLUB

Experienced charming personality & good phone manner essential non-smoker. Salary neg.  
Tel Suzanne on: 01-351 3461

## EXPERIENCED PA/SEC

For friendly, energetic recruitment company in Covent Garden.  
Call Rita on: 01 930 8111

**ABBEY TUTORS**  
01-221 5748  
**EASTER REVISION COURSES**  
Sciences & Mathematics  
A levels only  
11 Pembroke Square  
London W2 4ED

## UNIVERSITY OF MANCHESTER SAMUEL GRATRIX POSTGRADUATE STUDENTSHIPS

Applications are invited from graduates, or those expecting to graduate in 1988, who are former pupils of the Manchester Grammar School, for

**SAMUEL GRATRIX POSTGRADUATE STUDENTSHIPS**  
in the Faculties of ARTS, ECONOMICS AND SOCIAL SCIENCES, EDUCATION, LAW, MEDICINE, SCIENCE AND THEOLOGY.  
Values up to State Scholarships: one year awards but may be renewed. Candidates must have received all or part of their education at Manchester Grammar School.  
Particulars and applications forms (returnable by May 31st) from the Registrar's Awards Office, The University, Manchester. M13 9PL

## TEFL

**SAUDIA ARABIA - TAX FREE WITH AL NOTY ESTABLISHMENT**  
Male English Teachers - experienced in teaching non-English speaking students. Fully/TEFL exp. preferable. Tidy/TEFL C.V. & copies of certs.  
Eden Consulting Services Ltd, Bracknell Road, Leyland, Preston, PR9 1ZE

## Time for a change

**TOP PA £12,500**  
You find true job satisfaction and responsibility in this senior role within the 100 international Advertising Agency. As PA to the Group Director you will be his eye to the ground, running the show and deciding what requires urgent attention in his absence. A polished professional will take charge easily. 80/50 skills.

**PRESS PUBLICITY £9,500**  
Are you confident enough to handle communications with journalists, the public and all levels of Management. Then this is for you. Put your interpersonal skills to the test in this feature conglomerate, group Public Relations office. Busy role. 80/55 skills.

## CHANGES

Recruitment Consultants  
14 South Molton Street  
London W1V 1DE  
01-491 1255

## Maime-Tucker

**£11,000 + PERKS**

YES, it is possible to work in Knightsbridge with really nice people, thoroughly enjoy your fascinating job and have excellent Career Prospects... If you are keen to leave the typing and to come up the involvement this could be the job for you. Plenty of people contact and real responsibility in an environment that is literally buzzing with activity and bright people can only be a recipe for Success. If you have good typing, plenty of urp and a 21+ then you must ring us to hear more.

50 Pall Mall St James's London SW1Y 5LB Telephone: 01-925 0548

## La Creme

Is There Life After a Time-sheet?

Career development doesn't have to stop just because you are typing. My aim is to give you assignments that will complement your skills and broaden your experience. Come and join a great team. Call me, Amanda, as soon as you can.

01-491 1868

## SECRETARY c.£8,500

Required for friendly Market Research Agency. April 20-22 years, second jobber would be suitable. Should have fast, accurate typing and the ability to work under pressure.  
Ring Julia Walter: 01 351 5256

## SECRETARY TO CHAIRMAN

Looking for a career with real responsibility. If you have good shorthand with accurate typing skills and are looking for a secretarial post with a difference why not call now.  
**01 609 8991**  
Salary £9,500

## ALFA ROMEO

Recruitment required for young Alfa Romeo Dealership in W10. Possible typing and telephone duties, 5 day week. £8,000 plus use of car.  
For application form telephone:  
**Lombarda 01 243 0636**

## TRAINEE TEMPORARY CONTROLLER

Join our small successful City office and be trained to assist our temporary controllers with all aspects of her work. You should have a very good City/desk background, an excellent telephone manner, and the ability to quickly react to a fast moving business.  
Please telephone 01-240 3511

**Elizabeth Hunt**  
Recruitment Consultants  
2 Bow Lane London EC4

## SECRETAIRE BI-LINGUE LONDRES

Maison de Vin jeune et dynamique recherche une secrétaire bi-lingue (Anglais - Français). Une préférence sera accordée aux candidates intéressées par le vin et capables d'utiliser les machines de traitement de texte, telex etc.

Salaires compétitifs et autres avantages.  
Candidatures à c.v. à adresser à Mme Clara Melsan, Bertmann Wine Cellars, 12 Brewery Road, London N7 9NH



## NON SECRETARIAL EXECUTIVE SEARCH

£14,000 + bonus

This young firm of management and search consultants needs a bright young person to join their team of researchers. The successful candidate should ideally be of degree standard and have spent a minimum of two years within a personnel/recruitment environment, including interviewing at management level. This is a demanding and responsible role for someone who may eventually wish to move into front-line consultancy. Age 28-40.

**COBOLD AND DAVIS  
RECRUITMENT LTD.**  
35 Bruton Place W1. 01-483 7789



## NEW POSITION

An Int. firm of Management Consultants require a '2nd in command' to work in a fast-moving WP Prod. Dept. You will need sound knowledge of WP/Computer, excellent managerial skills & previous proof-reading exp. Confident personality & sense of humour a must.

**ELOQUENT PA**  
£12,000  
An extremely polished PA is needed to help run the show of this busy Design Consultants based in the heart of London. Liaising with clients will be an important part of the job. 50 wpm, excellent communication skills & immaculate presentation vital. Skills 100/60. Age 22-30. Driving licence essential.

01-938 1846 or 01-938 1718  
Please send CV to: M1 MASTERLOCK, 100 WARDOUR ST., W1.

## PROD FLIGHT SECRETARIES

**PA TO PARTNER**  
Mayfair solicitors seek competent secretary dealing with conveyancing. Senior level position. Salary £12,500. Ring Annette Waring Toplight Secretaries 734 8844/5 or send CV to: Toplight Secretaries, 100 Wardour St., W1.

## HODGE RECRUITMENT

**EDITORIAL SEC/PA - £10,000**  
The new Editor of this famous monthly magazine is updating his image by targeting at a younger readership of 20-35 yrs. Part of this role will be to attend editorial meetings and help with info on living in London, i.e. where to go, what to do, entertainment and lifestyle etc. So you must be articulate and want to totally immerse yourself in the job.

'A' level English would be helpful but not essential if you show flair. Good Sec skills (80/50) are also required. Call 01 629 8863.

**MUSIC INDUSTRY - £12,500 neg.**  
This vital organisation within the Music Industry seeks a Senior Sec/PA to assist a humorous and talented man. Keep one step ahead of 'boozey' by using your excellent organising ability to deal with the whole spectrum of the music business - copyright, artist's agreements and the Musician's Union.

This is a unique opportunity where audio/WP skills are required. Call 01 629 8863.

Send Please: 19-20 Woodstock St, London, W1

## TEMPTING

Are you a Shorthand, Audio or Copy Secretary with Word Processing Experience?

If so, we need YOU because our clients demand the BEST.

Competitive rates  
Short and/or long term bookings.

Call for an immediate interview.



## INT BEAUTY/FASHION CO - BATTERSEA

Seeks:  
A Terrific Receptionist - with WP skills.  
Experienced Secretary/Administrator - for our Sales Department, with WP and good organisational skills.

A Bright VDU Operator - for special project (Temporary, with view to permanent).  
Please Call or send CV to

Veronique Henderson at  
Color Me Beautiful,  
5 Abbey Business Centre,  
Ingate Place, London SW8 3NS  
Telephone 01 627 5211.

## SENIOR SECRETARY-PA

Progressive and well established firm of Chartered Accountants with a large clientele including sports and entertainment personalities, located in the West End urgently require an accomplished and confident Secretary/PA to work closely with 2 Senior Partners. Required skills include shorthand and 100 wpm, typing 70 wpm and good experience of word processors. Cross training on WP will be given where necessary. We offer a 35 hr working week with 4 weeks paid leave annually plus discretionary bonus.

Salary c.£12,000 pa.  
Averbach Hop, 58-60 Berners Street, W1P 4JS.  
Contact Mr S.R. Lamb on 01-837 4121

## REACH FOR THE SKY

£15,000 + Package  
This is a golden opportunity to become involved in the most moving world of executive search. We are seeking a highly motivated and experienced individual to join our team of search consultants. The successful candidate will be responsible for identifying and recruiting top talent for our clients. This is a challenging and rewarding role that offers a competitive salary and a comprehensive benefits package. If you are ready to take your career to the next level, we want to hear from you.

Call us today  
We are open to you on TUESDAY 8TH MARCH  
Ring Sally Davies on  
01 235 8427  
4 Port Street, London SW1.

## K NIGHTSBRIDGE SECRETARIES

**RECEPTIONIST/TYPIST**  
Is required for this friendly company dealing in international property. Some knowledge of German would be helpful, but is not essential. Excellent salary, fringe benefits including free annual holiday. Applications in writing plus C.V. and photograph to: Klockner INA Industrial Plants Ltd., Berkeley Square House, Berkeley Square, London, W1X 5PA. (No Agencies)

## SECRETARIAL & ADMINISTRATION

PA - NO SHORTHAND £12,000

If you are career minded then enjoy a role of real importance at this prestigious Financial Organisation. Experiencing thorough involvement at Partner level you will be responsible for a variety of highly confidential matters. Excellent prospects and financial rewards await an ambitious secretary with 60wpm Audio/Typing and WP skills.

**PUBLIC RELATIONS IN FASHION £11,000**  
Step into the exciting world of PR with this famous and dynamic company, specialising in fashion and beauty. Enjoy liaising with household names in the creative and fashion fields as you assist 3 lively young executives organising meetings and travel & lots of client contact. With good shorthand and Typing skills and a fun, outgoing personality - call us now.

**JUNIOR SECRETARY IN BANKING** £10,000 + Mortgage Subsidy + Bank. Bsns.  
Our client a prestigious Merchant Bank of world renown offers an exciting opening for an ambitious College leaver/2nd jobber in their Overseas division. This company offers an excellent benefits package and above average career prospects to a graduate or 'A' level educated candidate with good Shorthand/Typing skills - A knowledge of French would be useful.

For further information, please call: PENELLA PRICE/FIONA CLSICK - RECRUITMENT CONSULTANTS on 01-638 9205/01-588 6674.

6 BROAD STREET PLACE BLOMFIELD STREET LONDON EC2 7HN

## Unocal UK Limited SENIOR SECRETARY

Unocal UK Limited, a subsidiary of Unocal Corporation, requires a Senior Secretary to be responsible to the Exploration Manager for the secretarial function within the Exploration Department at their Sunbury-on-Thames office.

Ideally candidates will be educated to 'A' level standard, have excellent secretarial skills (shorthand, audio and Wang word processing) and preferably have experience of working in oil exploration or a related industry.

The position offers a competitive salary and benefits package.

Applications to:  
Jane Young  
Administrative Services Supervisor  
Unocal UK Limited  
32 Cadbury Road  
Sunbury-on-Thames  
Middlesex TW16 7LU  
Tel: 0932 785600

## UNOCAL

## EFFICIENT, ORGANISED, DYNAMIC

Secretary Required  
For exclusive Ski Company in Battersea. Word processing skills essential. From £9,000 + perks.

Please call Sarah Brown on 01-223 0601.

## £14,500 PLUS BONUS A FRENCH SPIRIT?

You need fluent French for telephone and the odd letter plus audio and ideally some shorthand as executive secretary to this Chief Executive. He heads up the international headquarters in Mayfair of a well known French product. An energetic fast moving environment, age 26 - 43.

Call 01-377 8600

## SECRETARIES PLUS

The Recruitment Consultants

## SECRETARY/RECEPTIONIST

Interesting and varied position at our prestigious offices in Kensington. Good secretarial skills (no shorthand) and working knowledge of Italian required. Salary c.£9,500 plus BUPA and LV's.

Contact Mrs. Fynn 01 937 3535

## THE DAVIS COMPANY LIMITED

13714 Dene Street, London W1V 3AH

**DESIGN PA** £12 - £13,000+  
Lively PA for Creative Director of well established agency. Direct contact with clients and organisation of work throughout the studios. 60 wpm, 25+ Ad or Design experience preferred.

**ADMIN MGR/DESIGN** c.£14,000  
One of the top commercial design Co's in WC2 is looking for a well presented, efficient admin mgr with experience of organising secretarial staff, training on WP, taking charge of all office admin and catering. 26+ 60 wpm WP Wordstar.

Interested candidates should contact Sarah or Amanda

Creative APPOINTMENTS AGENCY

## DECANTER

Secretary c.£7-8,000  
Decanter, acknowledged as the leading specialist magazine for consumers of wines and spirits is looking for a young enthusiastic secretary with drive and initiative. A foreign language an obvious advantage.

This is an exceptional opportunity to join the hectic and demanding side of magazine publishing. Please write enclosing your CV and current salary details to:

Anna Adam, Personnel Officer,  
Decanter Magazine Ltd,  
2-10 St John's Road,  
London SW11 1PN  
(Tel: 01 591 1551)

## NOT JUST ANOTHER SECRETARIAL JOB!!

c.£11,500 + BENEFITS  
Can you work on your own initiative, ensure the smooth running of a hectic office (as your boss is away for 2-3 days a week)? Based in a Sales and Marketing environment your sec skills will also be required working on a one to one basis for this senior, but young Director taking dictation, organising his schedule and much, much more.

For full details please ring 01-439 4993 and ask for Ron Alfred. (Rec Cons.)

## SELECTION

(REC CONS)  
Do you want to break into PR? We have a great opportunity for a well educated secretary for our PR Department. Age 20-25. Salary £9-10 plus 10% plus 10% bonus. Please send CV to: Selection, 10 Winton Road, SW17 1LT

## ADVERTISING RECEPTIONIST

£10,000  
Ad Agency seeks smart, fashionable Receptionist/Telephoneist for stylish offices. Must have rel. exp. Please phone Adland Plus on 01-636 2116.

## A STEP INTO PR AND ADVERTISING

£10,000 +

As a young secretary, you will become invaluable to this prestigious West End Company. They supply require first class secretarial skills, high standard of education and grooming along with excellent telephone manner and sense of humour - after all you must enjoy your job! A real chance to get totally involved as a PA and combine all your skills!

PLEASE CALL LAUREL GOODMAN ON 01-494 2665 AT

## THE BUSINESS

Direct Media Recruitment  
8A Great Chapel Street London W1V 5AG

College Co-ordinator, WB, preferably a graduate may need you to organise students and teachers, plan numerals, tours, lectures etc. and follow up with relevant admin and efficient typing. £9,500 + perks

Adm. W3, Brilliant Designer of up-market textiles sold worldwide looks for a competent, calm PA with 50/60 who can take pressure and run office when he's abroad. c.£12,500 + company car

Belgrade Estate Agents seek bright personality to run office smoothly and deal with up-market clients. Some accurate 50 wpm typing and kn WP. c.£10,000 + super package

Surprise, Surprise! Working with two young legal eagles in Mayfair really is fun. Involvement in frequent acquisitions generates excitement and close team work. Your personality is paramount. Skills 80/60 and WP exp. c.£11,500 + excellent package

## A WONDERFUL SELECTION OF PERMANENT AND TEMPORARY JOBS

EARLY OR LATE APPOINTMENTS ARRANGED

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Continued on next page







# Burrough Hill Lad a talent unfulfilled

By Christopher Goulding

Burrough Hill Lad, the winner over £200,000, has been retired from racing. The decision was reached after the gelding pulled up lame following a racecourse gallop at Newbury on Saturday.

Burrough Hill Lad can be considered to be one of the better war Gold Cup winners, but like so many other winners was plagued with injury. It is only conjecture if he could have scaled even greater heights.

Pat Taffie, who rode the mighty Arkle to three victories in the Blue Riband of the year, was full of praise for Burrough Hill Lad's weight-carrying performance in the 1984 Hennessy Gold Cup where he made light of 12 stone.

"He was good horse, and a brilliant one when he won the Gold Cup, Welsh National and the Hennessy. He was really did not see enough of him to say he was good. There have been lots of horses who have won a Gold Cup, but have failed to fulfil their promise later on."

Taffie, trained Captain Christy to win a Gold Cup, but finds it difficult to compare other horses in the same class as Arkle. "Golden Miller won five Gold Cups, and I think Arkle would have made it six only if he had not broken his pedal bone at Kempton."

Michael Scudamore, the father of the champion jockey Peter, who rode the winner of the 1957 Gold Cup on Linwell, said: "Burrough Hill Lad was a very good horse. Whether he would have won another Gold Cup is debatable because they do not generally come back after injury."

"He certainly was the best of his era, and I had great admiration for him. Apart from Arkle and Golden Miller, who were the best I had seen, it is very hard to weigh up Gold Cup winners."

The 12-year-old Burrough Hill Lad was having his final serious workout before attempting to win a second Cheltenham Gold Cup.

Ridden by Jenny Pitman's second, the champion was accompanied by Riva Rose in a matter of the four minutes that it took to gallop two circuits of the Berkshire course two years of patience and hope were dashed when the big black horse pulled up.

The obviously upset Mrs Pitman was lost for words as she rubbed her hand down the neck of her much-loved horse. She later said: "I spoke to the owner, Stan Riley, and a joint decision was made to call it a day."

# Generally Right to cheer Joel after weekend reverses

By Mandarini

Jim Joel had a bitterly disappointing weekend with his Midnight Court falling in the Timorone Chase at Haydock Park, closely followed by Chet Rainside being pulled up in the Greenall Whitley Chase. The veteran owner faced a little better at Newbury where Direct Approach finished a remote third behind Loddon Lad.

However, his promising ex- Irish recruit Generally Right should compensate him by capturing the second division of the Thames Novices' Hurdle at Windsor today.

Generally Right joined David Nicholson after winning a bumper race at Leopardstown in December. The six-year-old has shown considerable promise over a competitive novice event since then.

At Sandown early last month, he finished a respectable third behind the Michael Jarvis-trained Chetnam Hope Relkto, and followed up with an even better performance, a close-up fifth behind Over The Counter at Kempton where Away We Go was just in front of him.

Generally Right was also disappointing in the second-last night that day and it will be disappointing if he does not open his account against today's lesser opposition.

Tuns Hill stayed on gamely to beat Jane Craig at Sandown recently and The Leggett landed a handicap hurdle at Devon & Exeter in November, but Generally Right should show his measure, and he is my nap.

Nicholson also has a fancied representative in the first division, Emrys, but here I prefer the Malton-raised Lohs Island who, after winning a juvenile hurdle at Nottingham by three lengths from Trojan War, was a creditable fourth behind Sawdust Jack at Newcastle.

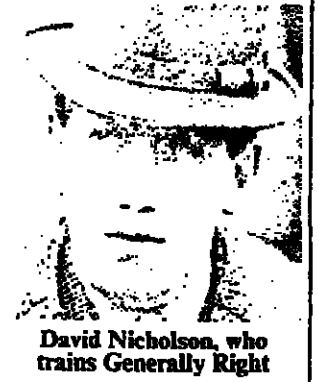
Roland O'Sullivan may have the answer to the Freddie Starr Handicap Hurdle with Redan, who was beaten a head by Trust The Irish in a similar contest at Stratford recently. On that running, he should have little to fear from Sunshine Gal and Stroutstown, who were third and fourth respectively.

Five hunter chases and an amateur riders' chase make up the card at Leicester this afternoon.

Early-season hunter chases often produce surprise results and division one of the Garthorpe Maiden may prove to be no exception with little separating all seven runners.

Double Turn fell on several occasions on his last racecourse proper two years ago, but this season he has been in the frame in all three point-to-point outings. He could be the one to spring a surprise.

Krystle Saint had good form in point-to-point last season and on debut over the stiffer fences at Wolverhampton, a fortnight ago, ran well, until unshipping her regular rider, Malcolm Arthurs, four fences from home. With a clear run she will be difficult to beat in the



David Nicholson, who trains Generally Right

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St Austell Bay wins verdict

Point-to-point by Brian Beel

St Austell Bay was awarded The Times Championship qualifier at Bicester on Saturday following a controversial decision by the judge and a stewards' inquiry.

Seventeen went to post, and the last of the last time Gold Front had joined St Austell Bay, who had made most from halfway. However, Peter Bennett had St Austell Bay back in front two fences out, but making significant progress was Bramley Edge.

He came down his challenge after the last and looked to get up on the post, but the judge thought otherwise and gave a dead-heat. The verdict did not stand for long, however, as a stewards' inquiry ruled Elaine Hillyer had drifted across the course on Bramley Edge and

hindered St Austell Bay, who was promoted to outright winner on Bramley Edge second.

Mrs Hillyer gained swift compensation in the ladies' open on 20-1 Cheekie Chappie, who beat the gallant 16-year-old White Paper and Spartanone. Later, her husband Tom, on Rustique, completed the double in the second division of the maiden.

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